

Deal-making is the #1 skill leaders wished they had learned more about in school. Negotiation frames social, economic, and human progress.

According to The Wall Street Journal



Dean David Spalding  
*The Wall Street Wonder*



Dean Luis Rico-Gutierrez  
*Our University Futurist*



Dean Daniel Robison  
*Claiming New Frontiers*

## IOWA STATE UNIVERSITY

### Online Short Circuit

## Let's Make a Deal with the Deans

Sponsors: Student Innovation Center, Ivy College of Business, College of Design, and College of Agricultural and Life Sciences

REGISTER: <https://www.sictr.iastate.edu/letsmakeadeal-short-circuit/>

Session 1: Learn to Deal

**Monday, February 8**

5:30-7 p.m.

Session 2: Pitch and Win the Deal

**Monday, February 15**

5:30-7 p.m.

Pitch your idea to improve student experience at Iowa State.

**Win \$100-\$500**

**You do not need to compete to attend.**

Convince at least one dean to accept your proposal to make a tangible change to some aspect of the student experience at Iowa State. Convince all three deans, win the whole pot.

**NOTE:** Further Instructions will be provided at the February 8 session.

### The Art of Negotiation

The deans will answer questions and share lessons from their tenure as key institutional decision-makers and negotiators in situations that influence thousands of people and millions of dollars.

- How do great dealmakers position themselves and others to secure success, and to win and close the deal?
- What personal qualities and professional practices create trust and credibility in negotiations?
- How do you behave and lead when negotiations fail, when deals fall apart, or when you make a mistake that causes a shut down?
- What strategies do leaders employ when they meet with resistance?
- What courses should students take, what books should they read, and what practices would give them experience in negotiation?
- What about money — salary, compensation, fees, internships, and terms? How do you influence what, where, with whom, and for how much you work?

### What is a Short Circuit? An opportunity to change your mind!

Innovation **SHORT CIRCUITS**, delivered by industry experts and influencers, are one to two-hour topical conversation sessions that provide unique access to strategies and insights about how to short-circuit the way you think, practice, learn, and lead to build your career as innovators and key influencers.