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.