Making Friends and Influencing People Like the Deans

Online Short Circuit
Monday, March 8
5:30-7 p.m.

Sponsored by
Student Innovation Center
College of Engineering
College of Human Sciences,
University Extension and Outreach

How to build relationships that are valued and valuable
Business relationships position you to influence policy and decisions, set you up for promotion, ensure you are invited to the table when opportunity knocks. What are those practices, drivers, and personal characteristics that create value-based relationships?

- How young people can identify, build, and maintain important relationships that will sustain them through their personal and professional lives.
- Where to go to connect with people and how to impress them so they notice you
- How to inspire people so they follow, advocate for, and invest in you
- Getting past “no” and making progress toward a solution
- Work ethic, Golden Rule and Iowa Nice. If it ain’t broke don’t fix it
- How to navigate cultural, socio-economic, and generational chasms when building programs and projects
- Values and practices that build community, credibility, and trust
- What to do when personal and personalities conflict with professional and business purposes
- How to rebuild relationships after a rupture or disagreement

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.