

ALLY FOR THE UNSTOPPABLE
ALLY FOR BUSINESS
ALLY FOR LIFE



Executive Education

Featuring Master Negotiation
Fall 2020



SMU | COX

In This Session

Overview of SMU Cox & Executive Education

- Management & Leadership Programs
- Multidimensional Diversity Programs
- Finance Programs
- Strategy Programs

Registration Process

Key Contacts

Q&A



The SMU Cox Advantage



- Celebrating 100 years of business education
- Integral part of the business community
- Proven instructors
- True & tested content
- Commitment to leadership development & performance
- Collaborative working method with companies & individuals to assure success
- High value investment in leadership development



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The SMU Cox Difference: Our Approach

- Training business leaders
- Incorporating principles & techniques of adult learning including:
 - ✓ Reflection
 - ✓ Active participation
 - ✓ Sharing experiences
 - ✓ Variety of learning methods
 - ✓ Instructor credibility, humility, & respect



Why SMU Cox Executive Education?

- Expert, engaging faculty who are leaders in their fields
- Relevant content based on the latest research
- Innovative tools you can put to work today
- Collaboration & networking with diverse colleagues
- Safe & challenging learning environment to think & test new ideas



Strategy

Leading Change in Volatile Times

- This one day program will give you the confidence and the resilience to face disruption head on.
- Key Dates: October 1

Master Negotiation

- This three day class offers tools and strategies for success in negotiation with clients, peers, customers and adversaries.
- Key Dates: October 6-8

Building the Intelligent Enterprise

- This two day session will explore and demystify big data, data science and artificial intelligence, and highlight best practices on ways to drive digital transformation and harness data for results.
- Key Dates: November 10-11





Learn and **Master** Negotiation Techniques
Master Negotiation
March 17 - 19, 2020



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Dr. Robin Pinkley

Professor

Janet and Craig Duchossois Endowed Professorship in Management and Organizations
Program Director, Master of Science in Management

PhD, Psychology, University of North Carolina
MA, Psychology, College of William and Mary
BS, Psychology, Elizabethtown College

Program Overview & Background



**What is the Gain - Gain Approach
and the current research behind it?**



Although it's commonly understood that effective negotiators know how to manage emotion and separate the people from the problem, ignoring the people can become a problem. Understanding this dichotomy and the necessity of keeping your eye on your side of the table and your ear on theirs will improve the way people react to you.

Fall 2020 Program Calendar

September	9/8: Transformational Leadership 9/14: Rising Latino Leaders 9/15: Fundamentals of Management 9/15: Cox Leadership Academy (Sept 15-17, Nov 10-12, Feb 2-4, March 30 -April 1)
October	10/1: Leading Organization Change: A Simulation 10/5: Women in Leadership Program 10/6: Master Negotiation
November	11/2 Mergers & Acquisitions 11/10: Building the Intelligent Enterprise
Year-Round	Custom Programs designed in collaboration with companies specifically to meet the needs of their business objectives.

Additional Questions? Connect with Us



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