

ALLY FOR THE UNSTOPPABLE
ALLY FOR BUSINESS
ALLY FOR LIFE



Executive Education Strategy Programs for Individuals Spring 2020



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In This Session

Overview of SMU Cox & Executive Education

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

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



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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



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Strategy

Ethics & Compliance Certificate

- In two days, this class will deliver insights into how organizations are responding to today's ethical and compliance challenges.
- Key Dates: February 26 – 27

Master Negotiation

- This three day class offers tools and strategies for success in negotiation with clients, peers, customers and adversaries.
- Key Dates: March 17 – March 19


Leading Organizational Change

- This one day computer based simulation will give you the confidence and the resilience to face disruption head on.
- Key Dates: April 1



Master Negotiation

Q&A with Dr. Robin Pinkley

 What inspired you to create this course and what makes it unique?

By learning hands-on negotiation strategy and role playing techniques.

 A

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.

We Invite You to Join Us

**\$250 Tuition Grant
when you
REGISTER**

<https://www.smu.edu/cox/Degrees-&-Programs/Executive-Education/Short-Courses>

Unique Offer Code

WEBINAR



Spring 2020 Program Calendar

February	2/3: Corporate Executive Development Program 2/11: Transformational Leadership 2/18: Aspiring Manager 2/26: Ethics & Compliance
March	3/2: Essentials of Finance & Accounting 3/17: Master Negotiation
April	4/1: Leading Organization Change: A Simulation 4/6: Rising Latino Leaders 4/20: Mergers & Acquisitions 4/28: Cox Leadership Academy
Year-Round	Custom Programs designed in collaboration with companies specifically to meet the needs of their business objectives.

Additional Questions?

Connect with Us



Dr. Robin Pinkley

Professor

*Janet and Craig Duchossois Endowed
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