NEGOTIATIONS WORKSHOP
Rick Self, CEO and Owner, Talinco, LLC & MBA Mentor
9:30AM – 12PM | FRI, JAN 29, 2016 | TATE 207

Rick Self will be leading a workshop that builds on his “Art of Decision-Making” session presented last semester. Upon completion of this workshop, you will be better able to:

- Apply 6 principles of influence to negotiation, persuasion, and collaboration situations
- Understand, recognize and manage negotiation tactics and negative behaviors
- Effectively prepare for negotiation and persuasion opportunities to ensure improved outcomes
- Determine when to walk away from a negotiation
- Collaborate effectively to craft win-win solutions

Self has a BS in Physics (US Naval Academy), MBA, MS in Electrical Engineering, MS in Acoustics. He has also completed executive education courses at Harvard, Wharton, Kellogg, Columbia, Chicago and Furman on the topics of business strategy, driving organic growth, mergers and acquisitions, knowledge management, negotiation and persuasion, and community leadership.