

Course Two: Ethical and Influential Leadership



Enhancing Your Negotiation Skills

Gaylen Paulson, Associate Dean and Director, Texas Executive Education at McCombs School of Business, University of Texas, Austin

What does a good deal look like? How do we find creative solutions, and implement deals that will last? What do the experts do that sets them apart from the pack? In this interactive session, we'll explore some of the key facets of effective negotiation. Through exercises, cases, and examples, you'll gain new insights into strategies that can be employed to manage relationships while pursuing your objectives.

Dr. Gaylen Paulson is Associate Dean and Director for Texas Executive Education, and a faculty member in Department of Management at UT Austin's McCombs School of Business. His research and teaching focus on how we interact strategically with people, including in negotiations, conflict management, persuasion, change, and interpersonal communication. The recipient of numerous teaching awards, Dr. Paulson has frequently been named to McCombs' "Faculty Honor Roll" by UT MBA students and selected "Outstanding Faculty" by the Engineering Management Executive Master's program. He is a recipient of the Fawn and Vijay Mahajan Teaching Excellence Award for Executive Education.

Dr. Paulson's consulting and executive training programs have been sponsored by a wide variety of organizations, including 3M, Aegon, Bayer, BBVA/Compass, Blue Cross Blue Shield, British Petroleum, China National Offshore Oil Corp., The Conference Board, Dell, Dun and Bradstreet, Ernst & Young, Guidant, Harcourt, HEB, Hewlett-Packard, Johnson & Johnson, KLA-Tencor, LCRA, LG, Microsoft, PMI, NPR, Ortho-McNeil, Petrobras, Pfizer, Rackspace, Samsung, Shell, SK, St. Jude Medical, Texas Instruments, Texas Capital Bank, the U.S. Air Force, U.S. Army, the U.S. General Services Administration, and the U.S. Navy. Dr. Paulson presents frequently in programs focusing on negotiation skills, managerial leadership and strategic influence.

Dr. Paulson has written about processes involving negotiation, confrontation, resisting and overcoming resistance to persuasion, the impact of electronic communication on performance, and perceptions of threats and warnings in the workplace. Dr. Paulson has published numerous case studies, book chapters and articles in outlets such as *The Journal of Applied Psychology*, *The International Journal of Conflict Management*, *International Negotiation*, *Communication Research* and *The Handbook of Language and Social Psychology*.