



Campus+

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Influencing & Stakeholder Engagement

In this session, we'll get real-world insights and strategies from a negotiation coach to help you bring your best to stakeholder influencing, engagements and negotiations.

We will explore how our underlying needs we bring to our interactions and negotiations can be "hot buttons" that mess with our heads and undermine our impact. We will dive into the dynamics at play and explore practical tools to help bring more confidence, clarity and control to our stakeholder interactions.

Learning Objectives

- What is important to consider when engaging with stakeholders?
- How do you prepare for an important conversation or negotiation?
- How do you maintain composure during important engagements and negotiations?
- How to create a high-quality impression with your key stakeholders and form solid relationships

Who should attend?

Suitable for all faculty and research students, with learning outcomes relevant well beyond commercialization



24 July

1:30pm EST
10:30am PST



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Presenter: Stu Van Rij, Brickfield Consulting Limited

Stu van Rij is an expert in influencing and negotiation. He helps his clients bring their best to the conversations that matter. His approach has been shaped by the late Jim Camp, who masterminded negotiations worth billions, and whose system has been drawn on by Fortune 500 companies and the FBI Hostage Crisis Negotiation Training Unit. The result? A human-centric approach that elevates performance and amplifies influence.

