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| **Topic/Objective**: Negotiation Principles – Module 03. Individual Differences – Know Yourself and Your Counterpart.Notes on TEDtalk: Your personality and your brain | Scott Schwefel | TEDxBrookings<https://www.youtube.com/watch?v=8pq_tCgDkT4> | Name: Negotiation Principles |
| Class/Period: MGNT3070 Mod 03  |
| Date: 25 Jan 2021 |

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| **Essential Question**: How does your personality and the personality of others affect your negotiations. |

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| **Questions:**How well do you know yourself?Self-Awareness/Self PerceptionSeeing ourselves in a mirrorSILK vs MilkSlide of different models of personality.Which style is most like you?Opposite personality thinks of you in a negative way.Things that the personality types do.End | **Notes:**4 personality types: Cool Blue (cautious, deliberate), Fiery Red (competitive, strong willed), Earth Green (caring, relaxed), Sunshine Yellow (sociable, enthusiastic).Time :30 2:403:30 – subconscious brain , we make assumptions.5:55 – slide shows many different “models” for personality. 6:00 – slide of 4 personalities based on “Insights Discovery Color Energies.”8:4011:00 opposites attract.13:30 chart with things that the 4 personalities do as characteristics.15:53 end |

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| SummaryThere are several “models” of personality profiles. Are you ‘self-aware”? Do you understand how others may see you? Do you appreciate how you may interact with other personality types? |