|  |  |
| --- | --- |
| **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 |

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

|  |  |
| --- | --- |
| **Questions:**  How well do you know yourself?  Self-Awareness/Self Perception  Seeing ourselves in a mirror  SILK vs Milk  Slide 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  2:40  3:30 – 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.”  8:40  11:00 opposites attract.  13:30 chart with things that the 4 personalities do as characteristics.  15:53 end |

|  |
| --- |
| Summary  There 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? |