



# Rice Global E&C Forum Roundtable

Explore the critical strategic issues facing global E&C industries & help impact the future.



## Friday, July 7, 2017

### “Making the Connection: People and International Negotiation”

Featuring



**David B. Morse**

*Lead / Leiter, dbm Consulting & Associates*

Success in completing agreements depends upon managing a host of commercial and technical issues. When cross-cultural issues dominate, final agreement is particularly problematic. Nevertheless, success in the oil, gas, and petrochemical industries depends heavily upon successful international agreements with customers, suppliers, and service providers. Negotiations are typically shortened and benefits increased by dedicating resources to focus on the subtle, often hidden, interplay between personality, culture, and language. With such attention to the process as well as the content of negotiation, use of a few critical and easily implemented tools (best practices) bring increased success to long-term partnerships.

#### TIME

11:15 am – 12:00 pm Registration & Networking  
12:00 – 1:00 pm Lunch & Program  
1:00 – 1:45 pm Networking

#### FEE

\$25 per person for online registration  
\$35 per person for on-site registration  
includes boxed lunch

#### REGISTRATION

[www.forum.rice.edu](http://www.forum.rice.edu)

#### NEXT ROUNDTABLE

August 4, 2017

#### LOCATION & PARKING

Grand Hall  
Rice University Ley Student Center  
Parking details at [www.forum.rice.edu](http://www.forum.rice.edu)

#### PROFESSIONAL DEVELOPMENT (PDH)

These Roundtables qualify for one (1) PDH each. Your email confirmation at completion of registration serves as your PDH and payment receipts. Paper receipts may be picked up at the registration desk at time of check-in.

#### MEMBER COMPANIES

