



## **Recent seminars**

### **Examples of Seminar Topics**

The following is a sample of topics presented at recent seminars. Case Studies including personal experiences and interactive sessions are desired. The goal is to help the BME student understand the US way of thinking and to be introduced to the current management trends.

Additional seminars on other interesting topics are welcome.

Persuasion and Employee Motivation  
Fundamentals of Sales and Marketing for Professional Engineering Service Businesses  
Legal Issues in International Business  
Intellectual Property  
Managing Across Cultures  
Interpersonal Conflict Resolution at the Workplace  
Lean Six Sigma  
Assessing Process-related Failure Risk  
Problem Solving  
Technology and Innovation Management  
Analyzing Customer Requirements  
Strategy Formulation and Implementation in Global Business Environment  
International Negotiation Using Win-Win Bargaining  
High Performance Job Designs  
A Systems Thinking Approach to Strategic Planning  
Entrepreneurship and New Business Formation  
US Labor Relations System  
Managing Change Effectively  
Effective Use of Teams  
The American Jury System  
The Common Law System of Legal Reasoning  
Insurance and Employee Benefits  
Creating a Customer Focused Organization  
Starting an Enterprise in the United States  
Building a Market Focused Organization  
Building Organizational Capabilities and Selecting for Superior Performance  
What Project Management Is All About  
ISO 9001: 2000 Overview  
Cyberlaw  
Diversity  
Leadership Communication  
How American Law Affects Business  
Interpersonal Conflict Management in Organizations  
Compensating Employees in Organizations

Capital Budgeting Basics: Methodologies  
Current Trends in Quality Management  
Framework for Technology Management and Sourcing  
Management of Whistleblowing

High Tech Product Development & Market Leadership  
High Tech Marketing and Strategy  
Auctions  
Personnel Economics  
Business Ethics  
Effective Writing for International Business Leaders  
Powerful Writing in a High-Tech World  
Restructuring, Repositioning, and Selling Intellectual Property Assets  
Reinventing A Company and Redirecting it for Success  
The Jury System and Its Impact On Businesses in America  
The Common Law Method of Legal Reasoning  
Project Management Process Modeling Methods  
What Do Customers Want, Need, and Desire?  
Customer Value Management  
The Balanced Scorecard  
The US Union-Management Relations System  
Doing Business in China  
International Contracts in a Global Economy: The CISG, the UCC and National Contracts  
Laws  
International Contracts in a Global Economy: National Laws Affecting Contracts  
Fraud examination  
Enterprise risk management  
Communication for Managers  
Intercultural Business Communication  
Negotiation and Conflict Resolution  
Introduction to Strategic Business Negotiations  
Ethical Behavior in Organizations  
Drivers of Industry Competition and Globalization  
Innovation and Entrepreneurship for Competition  
Blogs, Podcasts and Wikis in Entrepreneurial Business Model  
Managing across Cultures  
Ethic before the Rules  
Trust and Virtues-Driven Leadership  
Business Leaders and Moral Development  
Bringing an Idea to Market: From Concept to Reality – A Case Study  
Small Business Marketing and Distribution – A Case Study  
Leadership Quotients – Context, Inquiry, Failure  
Global Engineering Project Management  
Sustainable Green Engineering  
Prospering in an Information Economy  
The Financial Panic of 2007-2008: a case study  
Leading and Managing in a Cross-cultural Environment

The Business of Conservation  
Social Media and Web 2.0  
The foreign exchange market and transaction exposure management  
Biotechnology Entrepreneurship as the Art of Expecting the Unexpected  
Sustainable Green Engineering Methods & Tools  
Collaborative Global Engineering Challenges  
Managing Critical Talent  
How to do Global Market Research for Business Students

How to Survive Working Internationally: Culture, Global Etiquette, Communication  
Raising Capital for a Growing Business  
Powerhouse Communications  
Engineering Your Career  
Leading and Building Broad Confidence and Yourself and Your Teams at Work  
Foundations for Early Entrepreneurship/Intrapreneurship  
Why Engineering and IT/IS Projects Fail and How to Prevent Project Failures  
Writing for Success  
Intercultural Communication  
Property Rights and Financial Development  
British Colonization better than France?  
Talent Management  
Leadership Influence  
Management Information Systems and Corporate Information Technology Resources  
Negotiation and Influence  
Employee Evaluation and Performance Management  
Board of Directors Fundamentals  
International Aspects of Corporate Governance  
Mobilizing Personal and Organizational Change  
Negotiating in a Global Business Context  
Managing Supply Strategy in a Global Business Environment  
Enhancing Personal Resilience and Leadership Agility  
Raising Capital for a Growing Business  
Developing the Whole Leader: A Multiple Domain Approach  
Work, Family, Friends and Foes  
Developing the Global Mindset through Cultural Self-Awareness  
Intercultural Aspects of Leadership and Resilience  
Developing Organization Leaders – Inner Guide  
Sustainable Energy Management  
Financial Reporting and Ethics  
Behavior Conditioning – Exploring Character, Soul and Spirit  
Innovation for Sustainable Development  
Creating Economic Value in a Competitive Marketplace  
Piracy, Fakes, Counterfeiting and Transparency  
Online teamwork synergy and productivity tools for individual and in-collaboration work or learning  
Internet as a source of intelligence for learning and well-informed decision making