Dr. Andrew Urich, J.D. is an Associate Professor of Management in the Spears School of Business at Oklahoma State University and Director of Student Development in the Eastin Center for Career Readiness.

Dr. Urich is a fun and entertaining educator and his programs are designed to make you think and to see things in a new way. He uses vivid examples and stories and will make you laugh. With both practical and academic experience, Dr. Urich presents on the areas of influence, negotiations, ethics, and profitable relationships.

Dr. Urich received a law degree from Case Western Reserve University and is a two-time recipient of the Richard W. Poole Faculty Outreach Excellence Award. Other honors he has received are the following: the Greiner Outstanding Teacher Award, the University Outreach Faculty Excellence Award, the Regents Distinguished Teaching Award, and the Region V University Continuing Education Association (UCEA) Excellence in Teaching Award.

Topics Include:

Critical Thinking  
Ethics Awareness  
Executive Presence  
Influence  
Negotiation  
Building Profitable Relationships
Through humor and challenging topics, Professor Urich promotes thinking in the most positive way—by self-examination.

Doug Gottlieb, FOX Sports

PRESENTATIONS INCLUDE:

National Presentations
ACE Relocation, Inc.
Atlas World Group
CITGO Petroleum Corporation
ConocoPhillips
Indian Health Service
ISNetworld
Lexus
National Oilwell Varco (NOV)
Pipe Line Contractors Association
Southern Gas Association (SGA)
Toyota
Tyson Foods
Volkswagen

International Presentations
Diamond Business Club, Tokyo, Japan
Ssang Yong, Seoul, Korea
Valencia Chamber of Commerce, Carabobo, Venezuela
Welded Construction
Zayed University, Abu Dhabi, United Arab Emirates

Oklahoma Presentations
American Fidelity Group
Bank of Oklahoma
Blue Cross Blue Shield of Oklahoma
Cox Communications
Deloitte
Devon Energy
Dolese Brothers
Halliburton
Services
OGE Energy Corp.
ONEOK, Inc.
Phillips 66
QuikTrip
Seagate Technologies
Sonic
SSM Healthcare
United States Air Force
United States Army Corp of Engineers
Webco, Inc.
Williams

Critical Thinking: Leading Innovation and Value Creation
Create value for both you and your organization by fighting bureaucracy and unleashing your creative and innovative spirit.
- Strategic thinking
- Managing outside influences
- Rules vs. Guidelines
- Cognitive biases
- Thinking vs. Computing

Ethics Awareness: Managing for an Ethical Workplace
Analyze the main causes of unethical behavior and specific management practices to reduce or eliminate problems.
- Current state of corporate ethics
- Elements of ethical thinking
- Causes of unethical behavior
- Developing an ethical decision-making framework

Ethics Awareness 2.0 Character and Culture
Focus on raising consciousness of factors impacting ethical behavior.
- Unethical behavior in business
- Elements of character
- Organizational culture=organizational character
- Lessons from different industries

Executive Presence
Learn how to sell both your personal brand and your organizations’ while managing how you are perceived by others.
- The importance of image
- Improving self-image
- Develop a practical world view
- Manage your image, create a personal brand

The Power of Influence
Develop the skills necessary to establish and maintain a productive working relationship and to influence both outside clients and individuals within your organization.
- Break down the barriers
- Embrace the mindset of a servant leader
- Walk in the shoes of others
- Develop the skills necessary to be an effective messenger
- Learn to reduce and manage conflicts

Tune Up Your Negotiation and Persuasion Skills
Improve and sharpen the skills necessary to facilitate more successful negotiation outcomes.
- Reconsider conflict and negotiation
- Evaluate your interests and aspirations
- Develop influential relationships
- Execute systematic methods for planning negotiations

Profitable Relationships: Overcoming Fear and Building Confidence
Take on the process of cultivating your people skills so that you can get ahead and find further success in your career.
- The truth about networking
- The science of success
- How to connect with others
- Keys to great relationships
- Dealing with irrational people