Keynote For: Industry Groups, Companies & Student Organizations

All talks are tailored to fit the organization and audience. Price for talk is dependent on travel time and business of schedule.

**Creative Negotiation: How listening and creativity can help you thrive in all situations.**

People respond to conflict differently. Some run towards it, unafraid of alienating or upsetting others. Some avoid it, hoping that by keeping the relationship strong, problems will be less important. Our culture implies that negotiations is about power and position, but the reality is that negotiations is about creativity and interests.

In this fascinating keynote, international negotiations consultant Vance Crowe will highlight simple techniques that will help you listen, be understood and arrive at creative and beneficial solutions. Vance tells stories that range from being a Peace Corps volunteer in Africa, to representing a hated corporation and getting into sticky situations throughout his career; all so that the audience can see how they can improve their negotiation skills and arrive at better personal and professional outcomes.

Audiences leave these talks with a renewed enthusiasm for taking on change, feel confident starting crucial conversations, and will represent their organization with a sense of integrity and professionalism they didn’t realize was possible. This is a talk audiences love.

**About Vance Crowe:**

Vance Crowe is a communications strategist that has worked for corporations and international organizations around the world. Crowe has spoken before more than 175,000 people, answering questions about some of the most sophisticated and controversial technologies in the modern age.

Vance has worked for organizations as varied as the World Bank, Monsanto, the U.S. Peace Corps and even as a deckhand on an ecotourism ship. His specialty is presenting new ideas in compelling and exciting ways that get audiences talking about how to change, improve and thrive in the age of acceleration.

Vance is the CEO of Articulate Ventures, a communications firm in Saint Louis Missouri. He is the recipient of the 2021 Association of Farm Manager and Rural Appraisers “Meritorious Communicators Award” and a non-resident fellow of the Center for Peace and Conflict Studies at Seton Hall’s School of Diplomacy where he works on issues around the rural/urban divide in Western culture. He holds a Master’s degree in Cross-Cultural Negotiations from the Seton Hall School of Diplomacy.

**The Vance Crowe Podcast** hosts guests from around the world with artists, psychologists, prostitutes, economists, farmers, ambassadors and heads of state.