

# Joint Chapter Meeting – October 20, 2022



CHICAGOLAND



**Topic: Putting Soft Skills to Work**

**Presenter: Zane Scott, Vitech Corp**

**Presentation Site: Onsite Actalent + Online**

**Date: Thursday, October 20, 2022**

**Agenda:**  
6:30 - 7:00 PM CT - Announcements & Introductions  
7:00 - 7:15 PM CT - INCOSE Social Systems Working Group Update  
Dana Polojarvi, Maine Maritime Academy  
7:15 - 8:30 PM CT - Feature Presentation and Q&A

## **Abstract**

Did you know that INCOSE's Competency Model lists "negotiation" as a competency essential to requirements management, verification and validation, and acquisition and supply? Every day we all are placed in the position of persuading others and negotiating our way to the solution of shared problems. Sometimes this is formal - involving presentations or papers. Often it is informal with a friendly - or not so friendly- give and take. At the heart of any negotiation is effective communication in the form of listening and expressing ourselves. In all these situations, the fundamental structure of persuasion and our path of expression are the same. Learning the psychology of persuasion and negotiation helps us to understand what it takes to "make our case" and really hear and understand what others are saying. In this presentation, we will discuss the structure of persuasion and identify tools and techniques that will make us better communicators on both sides of the conversation - listening and expression.

## **About Our Speaker**

Zane Scott is Vice President of Professional Services at Vitech. For the past 25 years, Scott has built a skill set which enables him to provide insight and guidance to individuals and companies as they improve organizational processes, and methodologies. He is a skilled platform and web presenter who enjoys connecting with audiences of all backgrounds and perspectives and has taught systems engineering methodology in a variety of settings. He is an accomplished writer on systems engineering topics, having authored numerous blog articles and co-authored Vitech's book "***A Primer for Model-Based Systems Engineering***". He is the developer and presenter of the 20-webinar course "***Leadership for Systems Engineers***" sponsored by the International Council on Systems Engineering (INCOSE).

**Questions?** For more information, go to <http://www.incose.org/Chicagoland/>.

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## INCOSE Chicagoland Sites



Actalent  
1501 E. Woodfield Rd. Suite 300N  
Schaumburg, IL 60173  
3<sup>rd</sup> Floor Conference Room



Oshkosh Corp (**Limited to Oshkosh Employees**)  
370 W. Waukau Ave  
Oshkosh, WI 54902

Attend live, on-line. Meeting begins at 6:30 PM CT.

RSVP & More Information:

<https://incosechicagoland-2022-10.eventbrite.com>

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