

Challenging Communications

Presented by Bret Kobel, MBA

Monday, July 14th

Field of Study: Personal Development

2025 State Auditor's Continuing Professional Education Series

Virtual Seminar

8:15 AM to 4:30 PM CST
Monday, July 14, 2025

\$135 per person – 8 Hours Yellow Book CPE Credit

[CLICK HERE TO REGISTER](#) - *registration deadline 07/10/2025*

No prerequisite required.

Seminar Description

This Program Course consists of the following:

Communications 103 - Essential Influence & Persuasion Skills

Communications 301 - Mastering Negotiation Skills

Communications 302 - Mastering Conflict Management Skills

Do you have challenging conversations with the audit client? Influencing, persuading and negotiating win-win solutions without conflict is an art form. Almost everything we do in our work environment requires negotiation – with colleagues, with bosses and with the client. Challenging conversations can be eliminated or minimized with a firm grasp of the science behind how influence and persuasion work. This course is activity packed and you will learn through lecture, video, real-life case studies and plenty of exercises.

Course Objectives

- How to strengthen your skills of influence
- Increase your ability to persuade

- Negotiation without conflict
- Conflict management skills when conflict cannot be avoided

BRET KOBEL, MBA



Mr. Kobel is Managing Partner for Verracy and has more than 20 years of professional finance, accounting, audit, risk and compliance experience. Mr. Kobel specializes in internal controls, process improvement, process transformation & implementation with organizations operating under GAAP and/or IFRS Standards. He brings a diverse background to the organization from venture-backed startups to global Fortune 500 companies.

Prior to joining Verracy, Mr. Kobel spent two years on assignment in Singapore as the Regional CFO and Controller for an international logistics company responsible for seven countries in the Asia Pacific region. Mr. Kobel was tasked with transforming the financial organization and redesigning the financial processes to ensure timely and accurate financial reporting.

Prior to that, Mr. Kobel spent several years with a large international drilling services company operating in over 40 countries on six continents. He was responsible for developing the company's initial policies and procedures and implementing the baseline internal controls framework for the company as well as the initial Enterprise Risk Management (ERM) program. Mr. Kobel later led global Internal Audit teams performing the first ever internal audits in the company's 120-year history.

Earlier in Mr. Kobel's career, he was part of a team that interpreted the newly released 1992 COSO Internal Control – Integrated Framework that worked to define a set of policies and procedures for one of the largest university systems in the nation and later led teams conducting the initial internal audits for the newly-implemented procedures.

Mr. Kobel received his BS degree from Indiana University and his MBA from The University of Texas at Austin. He is a member of the Institute of Internal Auditors (IIA) and the Association of Certified Fraud Examiners (ACFE).