



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
Center for Professional Sales

Sales Leadership Summit

Date: November 1, 2018

7:15 am – 3:30 pm

7:15 am – 8:00 am	Registration and Breakfast	Inspiration Hall
8:00 am – 9:30 am	Keynote Block I Dr. Howard Dover Welcome Marylou Tyler Leverage: Practical Use of AI in the Sales Process Max Altschuler Fireside Chat: Modern Sales Engagement Best Practices	Ballroom A
9:30 am – 9:45 am	Break	
9:45 am – 11:15 am	IBM Keynote Bringing Cognitive to Sales and Enablement ScaleX.ai Panel Equipping Today's Modern Sales Professional with the Power of Artificial Intelligence	Ballroom A
11:15 am – 11:30 am	Break	
11:30 am – 12:10 pm	Industry Breakouts Kameron Hobbs Re-Humanizing the Sales Process Jerome Gafford Actionable AI: What Can You do Right Now to Drive Quota and Revenue?	DGA 1.135 DGA 1.131



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12:15 pm – 12:45 pm	Lunch	Ballroom A/B
12:45 pm – 1:30 pm	Lunch and Keynote Block II Jim Hopkins Future of Sales: 9 Emerging Trends	Ballroom A/B
1:30 pm – 1:45 pm	Break	
1:45 pm – 3:00 pm	Keynote Block III Alli McKee Augmentation, not Automation: How Artificial Intelligence enables Sales to become even more Human Roy Raanani The Impact of AI on Sales Meetings	Ballroom A
3:00 pm – 3:30 pm	Wrap Up	