

Christmas Dinner and a Special Presentation — Negotiation Skills —

SPEAKER:

WANDA THOMPSON

Wanda Thompson Consulting - Leadership Skills in the areas of interpersonal relationships and conflict management

DATE:

THURSDAY, DECEMBER 8, 2011

LOCATION:

AMBROSIA CATERING COMPANY LLC
4954 STATE HWY 303; BREMERTON 98311
Near SW end of Fred Meyer lot in E Bremerton
360-479-2885

EARLY START TIME

5:00 PM - REGISTRATION/NETWORKING
5:30 PM - DINNER
6:00 PM - PROGRAM

COST:

\$20.00 - menu on page 3



GIFT EXCHANGE - SUGGESTED PRICE RANGE \$10 - \$20

RSVP EARLY - DEADLINE is noon WED DEC 7TH
e-mail: npurse1@comcast.net or call/leave message: 360-692-5493



**NO SHOWS WILL BE BILLED.
CANCELLATIONS MUST BE MADE 24 HOURS PRIOR TO MEETING.**

INFO ON SPEAKER

Wanda Thompson owns and operates a consulting business that focuses on developing leadership skills in the areas of interpersonal relationships and conflict management. She has the ability to provide “down to earth” examples on how to apply academic concepts. Wanda holds a Masters Degree in Dispute Resolution from the Straus Institute at Pepperdine University and brings her strong academic background to her workshops.

What is negotiation?

Negotiations are controlled conflicts.

Effectiveness in negotiation:

Control the escalation of the conflict

Confidence in what we want - Why versus How

Encourage collaboration - Moving from competition to collaboration

Controlling escalation:

Signs of escalation:

Fear or anger - what does this say about us?

Blaming the other side.

What we might do:

Be open to the other side's perspective - "I'm the only one that sees what's really going on."

Combining perspectives effectively - Using "and" not "but"

Confident in what we want:

What is the story behind our position?

What are our options?

Encourage collaboration:

Listen - "What if" versus "why"

Offer only what we need to - start with an apology

Don't negotiate against ourselves - make sure we are building toward resolution

Summary:

Believe we can have it all. What we want/need and what the other side needs.

DON'T MISS THIS OPPORTUNITY TO LISTEN TO WANDA, WHO WILL BE GIVING US A SNEAK PEAK AT NEGOTIATION SKILLS.

**CHAPTER OFFICERS
2011 - 2012**



PRESIDENT	Jim Nagle	OLES MORRISON	206-623-3427 nagle@oles.com
VICE PRESIDENT	Deborah Klose	RAYTHEON	360-394-7529 dklose@raytheon.com
SECRETARY	Mary Jo Juarez	WA State PTAC	360-471-4269 juarezmj@msn.com
TREASURER	Felicia King	ATS	360-698-7100 (222) felicia.king@intelligentdiscovery.com

A Heavy Hot and Cold Appetizer Buffet

Fresh Petite Butter Croissants stuffed with our chicken dill salad

Warm Baked Brie filled with a Delicious Apple Walnut Chutney wrapped in a Flaky Pastry Shell garnished with Fresh Seasonal Fruit and served Assorted Crackers

Fresh Baked Baby Red Potatoes stuffed with Crumbled Bacon and our three cheeses and chive sour cream

Mushrooms Caps Baked and Stuffed with a variety of Savory fillings

Ambrosia's Favorite Hot Artichoke dip served with fresh Assorted Baguette Rounds

Prawns served with Cocktail Dipping Sauce

Homemade Cocktail Meatballs smothered with your choice of Swedish, Sweet n' Sour or BBQ Sauces

Elegant Fish shaped Salmon Mousse served with Assorted Crackers

\$20.00

*** DON'T FORGET THE CHRISTMAS GIFT EXCHANGE ***



An Investment in Knowledge Always Pays the Best Interest - Benjamin Franklin