Improving Your Negotiating Skills
2008 NECA Labor Relations Conference
March 26-28, 2008
Royal Sonesta Hotel
New Orleans, LA

AGENDA

Wednesday, March 26, 2008

12:00 - 4:00 p.m.  Conference Material Pick-up
                  (No On-Site Registration)  Grand Ballroom Arcade

1:00 p.m.  Call to Order
Welcome - Geary M. Higgins
Invocation – B. David Roberts
Pledge of Allegiance - Ev Greenwood
Remarks - John M. Grau

Federal Labor Laws Affecting Negotiations
Geary M. Higgins, Moderator
Gary Lieber

Break  Ballroom Foyer

Negotiating in the NECA World
Geary M. Higgins

Meaning of Language
Chuck Kelly

Setting the Stage for Thursday
C. Richard Barnes

4:30 p.m.  Adjourn

5:00 – 8:00 p.m.  Reception (ticket required)  K-Paul’s
                 5:00 – 6:30 p.m. Seating A + B  (West, South, Line)
                 6:30 – 8:00 p.m. Seating C + D  (East, Midwest, Int’)
Thursday, March 27, 2008

6:30 – 8:00 a.m.  Continental Breakfast *(ticket required)*  Bienville Suite

8:00 a.m. – 5:00 p.m.  Strategic Negotiations Skills
Participants will remain in the break-out room assigned while presenters from C. Richard Barnes Associates rotate through each room to deliver presentations on each of these four topics: Negotiation Styles; Negotiation Tools; Psychology of Negotiation; and Communications.

Breakout A – Regal Suite
Breakout B – North Ballroom
Breakout C – Evangeline Suite
Breakout D – South Ballroom

Breakout Session I
Break

Breakout Session II

12:00 – 1:30 p.m.  Lunch *(ticket required)*  Bienville Suite

Breakout Session III
Break

Breakout Session IV

*Dinner is on your own*

Friday, March 28, 2008

6:30 – 8:00 a.m.  Continental Breakfast *(ticket required)*  Bienville Suite

“The 7 BE’s of CIR”  B. David Roberts

Negotiating Without CIR - David Ward

Break  Ballroom Foyer

Alpha Dog: Go and Get It  Mark Breslin

12:00 p.m.  Closing Comments/Adjourn