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 Grand Ballroom Arcade

(No On-Site Registration)

1:00 p.m. Call to Order Grand Ballroom

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

Grand Ballroom

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'l)

Thursday, March 27, 2008

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

8:00 a.m. - Strategic Negotiations Skills
5:00 p.m. Participants will remain in th

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 Ballroom Foyer

Breakout Session II

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

Breakout Session III

Break Ballroom Foyer

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" Grand Ballroom

Geary M. Higgins B. David Roberts

Negotiating Without CIR - David Ward

Break Ballroom Foyer

Alpha Dog: Go and Get It Grand Ballroom

Mark Breslin

12:00 p.m. Closing Comments/Adjourn