

Thursday, March 27, 2008

6:30 – 8:00 a.m.	Continental Breakfast (<i>ticket required</i>)	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	Ballroom Foyer
12:00 – 1:30 p.m.	Lunch (<i>ticket required</i>)	Bienville Suite
	Breakout Session III Break Breakout Session IV <i>Dinner is on your own</i>	Ballroom Foyer

Friday, March 28, 2008

6:30 – 8:00 a.m.	Continental Breakfast (<i>ticket required</i>)	Bienville Suite
	“The 7 BE’s of CIR” Geary M. Higgins B. David Roberts Negotiating Without CIR - David Ward	Grand Ballroom
	Break	Ballroom Foyer
	Alpha Dog: Go and Get It Mark Breslin	Grand Ballroom
12:00 p.m.	Closing Comments/Adjourn	