

AGENDA

Huntsville February Session



Date: 02.09.23
Location: Utilities, 112 Spragins St NW, Huntsville, AL 35801
Session: Negotiation: Creating Conditions for Leadership Success
Trainer: Carol Frohlinger

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|---------|---|------------------|
| 7:30am | Light Breakfast Served | |
| 8:00am | Welcome, Overview & Breathe | Andrea McCaskey |
| 8:20am | Setting the Context | Carol Frohlinger |
| | Negotiating the Interpersonal Dynamics | |
| 9:30am | Break | |
| 10:00am | What's Gender Got to Do with It? | |
| 11:00am | The Negotiation Framework | |
| | Negotiation Process and Methodology | |
| 11:30am | Negotiation Preparation | |
| | Feedback on negotiation strategy | |
| 12:00pm | Lunch | |
| 1:00pm | Resisting Challenges | |
| 1:30pm | Application Exercise | |
| 2:30pm | Break | |
| 2:45pm | Application Exercise De-brief & Wrap Up | |
| 3:00pm | Apply. Change. Teach. | Andrea McCaskey |
| 4:30pm | Celebrations | |
| 4:45pm | Announcements | |
| 5:00pm | Adjourn | |