

## NOCALL Fall Workshop

Information and Registration Form

# The Art of Negotiation

*Presented By Pat Wagner*

**Tuesday, October 23 2007**

**9 A.M. – 1 P.M.**

**Location: Nile Hall, Preservation Park, Oakland, CA**

Do you want more money, more space, more staff? Do you want to change the strategic goals of your information center or your place in the organizational chart of your institution? Do you want your bosses to say "yes" to you more often?

Negotiation is about getting what you want when you don't have power or authority to ensure the outcome. Great negotiation skills also build successful workplace relationships. Earning the trust and respect of your colleagues, employees, and executives is more than doing a great job as a law librarian. Learn the influence model and some of the tricks professional negotiators use successfully, even when the other person is a lawyer!

*Topics include:*

- The three steps of influence: rapport, information, and action
- Why ethical politics is not an oxymoron
- How to create and maintain your political base at work
- The mistakes that even smart people make when trying to sell an idea

*About the Speaker:*

Pat Wagner has been working with special libraries as a consultant and trainer since 1978. She is a frequent visitor to regional and national library conferences as well as consulting for individual libraries and librarians on topics such as conflict management, strategic planning and marketing.

Please send this registration form and payment to:

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**The registration deadline is Tuesday, October 16, 2007**

**Name:** \_\_\_\_\_

**Affiliation:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Email:** \_\_\_\_\_

\_\_\_\_\_ \$55 Members \_\_\_\_\_ \$65 Non-Members \_\_\_\_\_ \$45 Students/Retired

The registration fee includes a continental breakfast and the program "The Art of Negotiation".

**Please make Checks Payable to NOCALL Total enclosed = \$ \_\_\_\_\_**