Nebraska Building Chapter



WOMEN AS LEADERS AND NEGOTIATORS

Monday, November 14, 2016

In partnership with:

COLLEGE OF BUSINESS ADMINISTRATION
Executive Education

University of Nebraska Lincoln

Why we have partnered with the College of Business Administration at UNL?

Highly-Ranked and Respected Business School

The U.S. News & World Report recently ranked the online MBA program at the University of Nebraska–Lincoln College of Business Administration 12th in the world and among the top 14% in the latest national rankings of undergraduate business programs

Dedicated to Leadership Development and Firm Growth

UNL offers facilitation by faculty and practitioners with knowledge and industry experience who understand what professionals at all levels need to grow their careers and organizations. The facilitators are experts in leadership, strategy, business innovation and growth, negotiation, and decision making.

Collaborative Learning Philosophy

UNL believes that the most valuable professional learning happens by active engagement and facilitated collaboration among learners. The sessions are interactive, fun, and impactful.

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Predicted Learning Outcomes

Establish a shared language for management vs. leadership

Participants will leave with a clear understanding of what distinguishes management vs. leadership and how both are applicable in practice- especially for women in construction.

Develop and practice the art of persuasion in leadership

Participants will gain critical insight on strategies for effective negotiation. Each participant will have an opportunity to practice these skills using case-based role play scenarios and receive feedback on how to improve their skills.

Gain new perspective on how to work with and manage difficult people

Participants will leave with a few tools to help them better manage difficult people and situations. They will have an opportunity to share situations that they are currently dealing with and gain essential feedback.

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Program Facilitator

Dr. Donde Plowman

Negotiation/ Strategic Decision-making/ Management/ Org Behavior



Donde is the James, Jr. and Susan Stuart Endowed Dean of UNL's College of Business Administration. She became the ninth CBA dean on July 1, 2010, less than a month after the university was approved to join the Big Ten Conference.

In her time at the University of Nebraska-Lincoln, Plowman has launched several initiatives, including hiring new faculty to better serve students and increase enrollment capacity; creating a new Supply Chain Management major; creating a new business minor for non-business majors; creating the Career Services at CBA office; and planning for a new CBA building, which is scheduled to open in fall 2017.

Plowman also is a tenured professor in the Department of Management. She was formerly the head of the Department of Management at the University of Tennessee, where she was responsible for starting the Ph.D. in organizations and strategy. Her teaching experience includes graduate, undergraduate, doctoral and executive education courses in organization theory, strategic management, organizational decision-making and organizational behavior.

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Module Overview

Understanding the Basics of Negotiation (4.5 hours)

Fundamentals of negotiation and its role in leadership

Key Learning Objective: *Understand and apply negotiation to the work environment*

This first four and a half hours of the workshop will walk participants through the basics of negotiation and give participants a chance to practice a few fundamental concepts and gain feedback on their performance. Participants will work in teams to simulate negotiator scenarios and will practice their skills using a role-play methodology.

8:30 A.M. – 9:00 A.M. **Breakfast**

9:00 A.M. - 10:00 A. M. **PART I: FUNDAMENTAL NEGOTIATION CONCEPTS**

- Negotiation fundamentals
- Simulation ground rules for learning
- Conflict questionnaire
- Bargaining techniques

-10 minute break-

10:15 A.M. – 12:15 P.M. **PART II: NEGOTIATION BASICS**

Sugar Bowl and Blue Buggy simulations

- Zone of agreement and BATNA

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Module Overview

Complex Negotiation (3.5 hours)

Managing more complicated scenarios

Key Learning Objective: *Navigate the complexity in negotiation*

This three and a half hours of the workshop will walk participants through more complex negotiator simulations. Participants will learn how to make wise negotiation decisions in scenarios that are a bit more complicated. They will also gain insight on how to better manage difficult people and situations.

12:15 P.M. – 1:00 P.M. **Lunch**

1:00 P.M. – 3:30 P.M. **PART III: COMPLEX NEGOTIATION**

The Performance Interview and Sweet Shops simulations

- Expanding the pie
- Ethics and Interests

-10 minute break-

3:40 P.M. – 4:30 P.M. **PART IV: WHAT HAVE YOU LEARNED?**

- Mistakes to avoid
- Managing difficult people
- Debrief learnings from the day

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