



Negotiation Strategies – Lessons from the Trenches **Thursday, November 5, 2009** **Breakfast Seminar**

SEMINAR DESCRIPTION

Join us for an informative session on lessons learned from experienced negotiators. Hear their collective wisdom of the experienced panel members on strategies for preparing for negotiations, organizing your bargaining team, selecting topics, sequencing issues, ground rules and what you can do in between negotiations that will impact what happens at the table.

This is one that you will want to bring your entire management bargaining team to.

Seminar Date/Time: 7:30 a.m. check in and breakfast / 8 – 9:30 a.m. Presentation

Registration Deadline: **Friday, October 30, 2009**

Location: Clackamas Community College Campus – Wilsonville (**new location**)
Room 112; 29353 Town Center Loop E, Wilsonville, Oregon 97070

Directions:

From the North proceed south on I-5 and take exit #283. Turn left on SW Wilsonville Road and left on SW Town Center Loop E

From the South proceed north on I-5 and take exit #283. Turn right on SW Wilsonville Road and left on SW town Center Loop E.

Cost: \$20.00 per member paid in advance / \$25 per non-member (hot breakfast included)

Please make checks payable to: IPMA Oregon Chapter. **No refunds after Friday, October 30, 2009– please call 503-339-7739 to cancel, or e-mail IPMAOregon@msn.com by 5 p.m. on Friday, October 30, 2009.**

Registration: You may register either by e-mail or by submitting the registration form attached.

ABOUT THE PRESENTERS

Carol Brown is the Labor Relations Manager for Multnomah County. She has over 25 years of experience in public sector human resources and labor relations. She earned her Bachelor of Science degree in Business Administration, with a major in management and an emphasis in personnel and labor relations, from Oklahoma State University. Her previous positions include Human Resources Director for the Oregon Department of Fish and Wildlife; Employee Relations Director for the Oklahoma Department of Human Services; Personnel Manager for the Oklahoma Teaching Hospitals; Senior Investigator for the Oklahoma Merit Systems Protections Board, and Compensation Analyst for the Oklahoma Office of Personnel Management. Her work experience has included all aspects of human resource management, with extensive experience in policy development and labor and employee relations. She currently serves

on the Board of Directors of both the Oregon Public Employer Labor Relations Association (ORPELRA) and the Oregon Labor and Employment Relations Association (Oregon LERA).

Mark Stotik is the Labor & Employee Relations Manager for Clackamas County. Prior to working for Clackamas County, he was a Staff Attorney with the Association of Flight Attendants - CWA, where he handle contract arbitrations and negotiations. He was also the Director of Representation for SEIU Local 1107 in Las Vegas, Nevada, which represented public sector employees and healthcare workers.

Eva Corbin is Deputy Administrator managing the Labor Relations Unit (LRU) for the State of Oregon's Department of Administrative Services Human Resource Services Division. With over 33 years in state service working in Human Resources, Eva has worked with this LRU for 29 years. The LRU is responsible for negotiating and contract administration of the 31 collective bargaining agreements covering all represented employees (approximately 27,000) in the Executive Branch of State government, except OUS. In addition, the LRU is responsible for negotiating four (4) non-state employee bargaining unit agreements covering Homecare Workers (SEIU), Adult Foster Care Home and Relative Care Home Providers (SEIU), and Two (2) Child Care Bargaining Units (AFSCME and SEIU). Eva currently serves on Oregon Labor and Employment Association Board as its President. She also has served as President Elect and Vice President for Annual Programs for the Oregon LERA. She is also a member of the National Public Employer Labor Relations Association (NPLERA).

**IPMA SEMINAR REGISTRATION:
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Name:

Title:

Organization:

Phone:

E-Mail Address:

You may register by e-mail to: ipmaoregon@msn.com or by completing the information above and mailing along with payment to:

IPMA –HR Oregon Chapter
PO Box 3801
Salem, OR 97302

Please make checks payable to:

IPMA Oregon Chapter
\$20 per member / \$25 per non-member

*IPMA Oregon Chapter annual membership is \$60 per year if you are not a member IPMA-HR National, \$35 if you are a member of the National Chapter. Please contact us for agency membership rates.

IPMA Oregon Chapter

For additional information on IPMA Oregon chapter visit our website at www.ipmaoregon.org
or e-mail ipmaoregon@msn.com

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