

Attention: Attorneys, Mediators, Engineers, Project Managers, Sales Managers



Negotiation Seminar: *Breaking Impasse* with Sam Imperati, J.D.

Do you find yourself involved in Conflict for a living?

Every human interaction has the potential to either add to or subtract value from your organization. Exceptional individuals intuitively understand and expand upon this principle.

What You Will Learn.

- Practical Tools to Diagnose, Manage, and Resolve Conflict
- Proactive Communication Tools for a Diverse and Changing Environment
- How to Navigate the Disconcerting Intersection of “Logic and Emotion”
- Negotiation Skills for Resolution, Not Just Settlement
- Impasse-Busting Strategies
- Seminar is approved by the Oregon State Bar for 6 CLE Units

Friday, November 20, 2009

9:00am – 4:00pm (Lunch Provided)

Columbia Gorge Community College Indian Creek Campus, Hood River

\$295 for Paid Practitioners // \$195 for Non Profit Affiliates

This training is a fundraising event for Six Rivers

For more information and to register contact Six Rivers Community Mediation (CMS)

Call 541-386-1283 or email: marti@6rivers.org **Registration Deadline, November 17th**

SAM IMPERATI, JD is the Executive Director of the Institute *for* Conflict Management, Inc. ICM is a Northwest-based, national provider of mediation, facilitation, and training services. Sam has been an attorney for over twenty-nine years and has managed countless disputes. He has lectured nationally on mediation, negotiation, conflict resolution, and ethics. For more information on Sam Imperati www.mediate.com/ICM/index.cfm

“A conversation is a dialogue, not a monologue. That’s why there are so few good conversations. due to scarcity, two intelligent talkers seldom meet.” Truman Capote