



Leading Change in an organization requires the ability to build win-win relationships with your peers, direct reports, vendors, suppliers and customers. The combination of John Kotter's 8-Step Change Framework, utilizing best practices in negotiation, and ultimately knowing your strengths as a leader is key to a leader's success. Participants will walk away with new tools and an action plan to bring about positive change and improved relationships that will grow your business.

Objectives of the Leading Change & Navigating Negotiations Forum:

- Introducing the Change Framework, an eight-step process designed by leadership and change management expert John Kotter.
- Introducing negotiation tools for application in subsequent negotiations.
- Applying the Change Framework to real-world case studies.
- Practicing and debriefing negotiations through real-world case studies and role-playing exercises.
- Developing a plan to utilize the eight-step process to lead change in the participants' organizations.
- Assessing negotiation skills, identifying strengths and weaknesses, and preparing a development plan.
- Providing resources for post-forum learning and application.
- Networking with forum alumni for ongoing learning and development opportunities.

Teaching Team:

The Teaching Team for the Leading Change & Navigating Negotiations Forum is comprised of certified Discussion Leaders with backgrounds in the specific topics being covered in each case. This teaching team brings a wealth of experience from the business world, and experience in facilitating cases for the Anderson Center. For biographies of the team, please visit www.anderson-center.org.



Forum Leader
Earl Edeburn



Forum Leader
Brian Schoenborn



Discussion Leader
Melissa Kron



Discussion Leader
Pam Bishop

Forum Fees:

The fee for the Leading Change & Navigating Negotiations Forum is \$2,300. The fee covers tuition, case materials, meals and lodging. Nonprofit organizations receive a 20% discount. Individuals and small or early stage organizations interested in attending an Anderson Center forum, with limited ability to pay, should inquire about scholarship opportunities.

Contact and Registration Information:

For questions regarding the Leading Change & Navigating Negotiations Forum, contact Rebecca Gross, Business Development Manager:

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320.251.5420

For registration information visit:

www.anderson-center.org



"Anderson Center creates a forum environment that allows a safe zone for leaders to expose their feelings, fears and failures. Only then can you work on true growth."

Paul Radeke, Partner, BerganKDV

"Everyone negotiates, at work and at home. Understanding whether you want to create or take value, and what are your best alternatives are keys to being successful."

John Skalla, Vice President of Municipal Sales, DeZURIK