



INDUSTRY WORKSHOP CONFLICT RESOLUTION AND NEGOTIATING STRATEGIES

Wednesday, May 22, 2019

Center for Innovation, Commercialization, and Entrepreneurship (CICE) Building, Room 113
5091 Rolfe Christopher, Beaumont, TX 77705

AGENDA

8:00 – 8:30 a.m.	Registration and Continental Breakfast (Room 113)
8:30 – 9:00 a.m.	Welcome and Introductions <i>Erik Stromberg, Executive Director, Center for Advances in Port Management, Lamar University</i>
9:00 – 10:15 a.m.	The Psychology of Conflict <i>Speaker: Craig Escamilla, Executive Director of Retention & Student Success and Faculty, College of Business, Lamar University</i> <ul style="list-style-type: none">• Efficiency vs. Effectiveness• Group Decision Methods• Possible activity on effective brainstorming• Conflict Ideation Process and Conflict Intention Styles• Brief, high-level intro to Negotiation/Bargaining/ADR
10:15 – 10:30 a.m.	Break
10:30 – 12:00 p.m.	Negotiating Skills and Strategies <i>Speaker: Melissa Baldo, Faculty, College of Business, Lamar University</i> The ability to negotiate is a required skill in today's business arena. Learn to implement effective negotiation strategies and how to avoid common pitfalls. Topics Include principled negotiations and the dangers of cognitive bias.
12:00 – 12:30 p.m.	Lunch – Grab a Sandwich
12:30 – 1:30 p.m.	Case Study <i>Speaker and Facilitator: Kara Hawthorne, Executive Director, Dispute Resolution Center of Jefferson County</i>
1:30 – 2:30 p.m.	Arbitration Agreements: The Employer and Employee Perspectives <i>Speakers: Jeff Dyson, Faculty, College of Business, Lamar University & Melissa Baldo</i>
2:30 – 3:00 p.m.	Workshop Wrap-Up; Next Steps <i>Facilitator: Erik Stromberg</i>