AGENDA

8:00 – 8:30 a.m.  Registration and Continental Breakfast (Room 113)

8:30 – 9:00 a.m.  Welcome and Introductions
   
   **Erik Stromberg, Executive Director, Center for Advances in Port Management, Lamar University**

9:00 – 10:15 a.m.  The Psychology of Conflict
   
   **Speaker: Craig Escamilla, Executive Director of Retention & Student Success and Faculty, College of Business, Lamar University**
   
   - 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
   
   **Speaker: Melissa Baldo, Faculty, College of Business, Lamar University**
   
   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
   
   **Speaker and Facilitator: Kara Hawthorne, Executive Director, Dispute Resolution Center of Jefferson County**

1:30 – 2:30 p.m.  Arbitration Agreements: The Employer and Employee Perspectives
   
   **Speakers: Jeff Dyson, Faculty, College of Business, Lamar University & Melissa Baldo**

2:30 – 3:00 p.m.  Workshop Wrap-Up; Next Steps
   
   **Facilitator: Erik Stromberg**