Create positive outcomes from differing points of view through principled negotiation strategies.

Instructor: Cheryl Stinski

Cheryl is a mediator, trainer, coach, and author who has been passionate about conflict resolution for the past 20 years. She has practiced exclusively in the field since 1993, first as director of a community mediation center and then establishing a private practice in 1995. In addition to degrees in human services and communication, Cheryl has logged more than 1000 hours in mediation and conflict resolution training and has earned several certificates. She has been extensively involved with the Wisconsin Association of Mediators, chairing the Communication and Public Education Committee, co-coordinating the annual Peer Mediation Institute and co-authoring WAM’s Model for Basic Mediator Training and Guide to Selecting a Mediator.

Cheryl has received national recognition for her “Collaborative Community/School Conflict Resolution Model Program” and was the recipient of WAM’s 2001 President’s Award for outstanding service. Cheryl has trained thousands of professional, volunteer and student mediators throughout the country and has been an adjunct faculty for Aurora University teaching mediation and conflict resolution.

Small Business Development Center

The Wisconsin Small Business Development Center (SBDC) at UW-Green Bay is your local business resource. We have helped thousands of entrepreneurs in the New North successfully start or grow their business. The SBDC offers a full range of business management and workforce development training programs for both established businesses and start-up companies. Business advisors teach business owners and managers about best business practices, sharing information and expertise that facilitate changes. There is no charge for many of these confidential services.
Successful Negotiation Skills

May 3 and 4, 2016
8:30 a.m. - 3:30 p.m.
Advance Business & Manufacturing Center
Green Bay, WI

Workshop Site
Advance Business & Manufacturing Center
2701 Larsen Road, Green Bay

Workshop Meeting Time
8:30 a.m. - 3:30 p.m.

Confirmation
Prior to the seminar, you will receive a letter with directions to the seminar site.

Accommodations
If you need an accommodation for a disability to fully participate in this program, please call Ryan Kauth at 920-496-2117 at least three weeks prior to the program.

Available at Your Site
Customized, in-house presentations of these workshops are available. Call 920-496-2117 to discuss potential professional development and leadership options. Additional topics are available. Content will be tailored to meet your needs.

Cancellation/Refund
To receive a full refund, you must cancel no later than seven (7) business days prior to the start of the program. Cancellations after this time will be responsible for the full program fee.

Substitutes are welcome. Walk-ins are welcome — please call 24 hours in advance to ensure space availability. If you wish to transfer your registration to another seminar, a $50 transfer fee is applied.

For more information, or if you would like to pay by PO, contact us by:
Phone: 920-496-2117
Web: www.uwgb.edu/sbdc
E-mail: sbdc@uwgb.edu
Fax: 920-496-6009
Mail: SBDC
2701 Larsen Rd.
Green Bay, WI 54303

Registration Form
Mail with payment to:
SBDC
2701 Larsen Road
Green Bay, WI 54303

Name: ________________________________________________________________
Job Title: ______________________________________________________________
Company Name: _________________________________________________________
Address: _________________________________________________________________
City/State/Zip: ____________________________________________________________
Work Phone: _______________________  Home Phone: _________________________
Fax: _______________________  E-mail: ______________________________________

Successful Negotiation Skills $425
Number of people: ________  x  $425 ea. =  $____________
Name(s) of Participant(s)________________________________________________
____________________________________________________________________
____________________________________________________________________

Check or purchase order enclosed PO# ____________________________________
(Payable to UWGB)
□ VISA  □ MasterCard
Credit card number: ______________________________________________________
Card expires: _________________________________________  CVV#: __________
Print cardholder’s name: ________________________________________________
Cardholder’s signature: ________________________________________________

Contact Us
Funded in part through a Cooperative Agreement with the US Small Business Administration (SBA). Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Ryan Kauth, 2701 Larsen Road, Green Bay, WI 54303, and (920) 496-2117. The support given by the SBA does not constitute an expressed or implied endorsement of the opinions, products, or services of the SBDC. The Small Business Development Center services are part of the UW-Green Bay Division of Outreach and Adult Access. We are also a partner in education with the University of Wisconsin-Extension. SBDC programs are nondiscriminatory and available to individuals with disabilities. AA/EOE.
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