



***SLA Southern California Presents***

## **Negotiating Skills for Information Professionals**

**October 12, 2007 - Noon - 2:30pm**

*Co-sponsored with the UCLA Department of Information Studies' Friday Forums.*

Negotiation occurs continuously in all aspects of personal life and business. As information professionals, we negotiate all the time: requesting or allocating resources, prioritizing workload and projects, or purchasing a new product or service. And while it seems easy for some, others view the process as a source of conflict to be resisted and even avoided if possible. This step-by-step session covers preparation, tactics and styles to build your confidence as an effective negotiator, as well as tips for effectively communicating the benefits of negotiation outcomes to organizational stakeholders.

**Instructor: Ron Rodrigues** has held a number of positions within academic, public, and special libraries. From 1990-1998 he worked with Dialog first as a Engineering & Defense File Specialist and later as an Information Management Consultant. From 1998 to 2005, he worked as the Information Research Consultant for Hewlett Packard and its spin-off Agilent Technologies both in Palo Alto California. Ron also taught the "Introduction to Online Database Searching" as an Adjunct Professor at San Jose State University. He returned to Dialog in 2005 as a Senior Content Specialist for Engineering/Physical Science and Defense.

Registration fees\*: \$12 (SLA members) / \$10 (students, retirees, unemployed) / \$17 (non-members)

**\* *Special note: A box lunch is included with your registration fee.***

To register: <http://is.gseis.ucla.edu/conted/enroll.htm>

More information about the Friday Forums: <http://is.gseis.ucla.edu/conted/current.htm>

*SLA Southern California - <http://www.sla-scc.org/>*