

At-the-Table Negotiating Skills

Training Workshop and Simulation

We have trained more than 300 Superintendents of Schools, district administrators (Directors of Personnel and Assistant Superintendents), Board members, and school business officials in these negotiating workshop simulations.

What participants say (Quotes used with permission)

Superintendents

“This program provided a sound context for working the negotiations process for both inexperienced and experienced educators. It is an excellent investment of time.”

Edward Rice, Superintendent, Island Park UF School District, Island Park, NY

“The strength of this practical workshop is twofold. First, a tremendous amount of content knowledge has been organized so that it can be delivered in a useable manner. Second, workshop participants actually engage in a simulated negotiations process. I feel prepared to participate in the negotiations process as a result of this workshop.”

Richard Amundson, Superintendent, Lyons Central School District, Lyons, NY

“This workshop presented very practical information and strategies. Jim Mills is an excellent presenter. The workshop affords the participants the opportunity to put the skills you are learning to use in the simulation of the workshop.”

Bill Lynch, Superintendent, Fulton City School District, Fulton, NY

“This workshop was invaluable. The content and skills that were shared are critical to our success as school administrators and the simulation was a great way to work with the materials.”

Kathy Meany, Superintendent, Menands UF School District, Albany, NY

Assistant Superintendents/Personnel Directors

“This 2-day workshop was not only informative, it was fun. Following a half day of significant information about negotiations, the following day and a half of simulated negotiations forced participants to live in the negotiator’s shoes. Jim Mills’ comments, observations, and critiques were right on the money.”

Douglas Monaghan, Assistant Superintendent for Personnel and Administration
Sewanhaka High School District, Floral Park, NY

“This was an exhausting, yet the most valuable experience in learning about negotiations.”

Susan Hodun, Assistant to the Superintendent for Personnel
Miller Place UF School District, Miller Place, NY

“Put this workshop at the top of every administrators “To Do List!””

Rosmarie Bovino, Deputy Superintendent, Island Park UF Schools, Island Park, NY