

Newsletter



MOORE SCHOOL OF BUSINESS
UNIVERSITY OF SOUTH CAROLINA

EXECUTIVE EDUCATION

October 2005

www.learnmoore.com

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Welcome to the October 2005 Newsletter. This month features:

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Featured Classes



[The Power of Negotiation](#) 10/18-19

Negotiation is an important skill for managers at all levels of the organization.

This seminar teaches you collaborative negotiations with an emphasis on mutual gain. Its highly interactive format teaches you a simple yet dynamic model that you can put into practice immediately. Learn strategies for collaborative, win/win negotiation.

- Learn specific collaborative techniques that get results.
- Work on both individual and team negotiating skills.
- Learn how to handle those who resort to "dirty tricks" and still maintain a win/win solution.
- Receive feedback on your strengths and weaknesses as a negotiator.

For more information please contact Nancy Beym at nbeym@moore.sc.edu or 1-800-393-2362

Check out our website for more information on our classes!

www.learnmoore.com

Upcoming Classes

October and November classes:

[The Power of Negotiation](#) 10/18-19

[Finance for the Non-Financial Manager](#) 10/25-27

[Leading and Facilitating High Performance Teams](#) 11/1-3

[Assertiveness Training](#) 11/8-10

[Time Management](#) 11/15-16

[Leadership Skills for Managers](#) 11/29-12/1

[Communication Strategies for Improving Performance](#) 11/15-17

[Conflict Resolution](#) 11/8-9

For a complete list of classes please [click here](#).

Pension Trust and Employment Benefits

We are happy to announce the 35th Annual Pension Trust and Employee Benefits Seminar, November 4, 2005.

This nationally recognized forum is meant for plan administrators, CLUs, CPAs, insurance agents, and bank trust officers. Participants will receive the latest and most accurate information on the planning and administration of employee benefits programs and legislation or regulations affecting them.

[Click here](#) for a brochure

Nursing Leadership Program

Classes will be offered on the following dates:

September 29 Columbia

October 26 Greenville

November 17 Charleston

February 21 Greenville

February 23 Charleston

March 1 Columbia

Please [click here](#) to download a brochure.

If you have questions, please call Shelby Gregory at 803-777-3468

Custom Programs and Partnerships

The following companies partnered with Moore Executive Education last month.

Home Telephone Company Front-Line Certification – Problem Solving and Decision Making, Conducting Performance Appraisals
Blue Cross Blue Shield of SC – Lawyer Leadership Retreat
Wackenhut Services, Inc. – Managing Change in a Transforming Organization
Enodis – Strategic Direction

Please phone or email us if you would like to know more about custom programs:

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Tips and Tricks

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We're on the Web!
www.learnmoore.com

To register for a class or for more information, please contact Nancy Beym
nbeym@moore.sc.edu

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