

WISCONSIN ASSOCIATION OF PUBLIC PURCHASERS

**Training & Meeting
May 13-14, 2010
Holiday Inn
150 S. Nicolet Rd.
Appleton, Wisconsin 54914**

TRAINING AND MEETING AGENDA

Thursday, May 13, 2010

- 7:30 am Registration / Continental Breakfast
- 8:00 am Greetings & Introductions
- 8:05 am *Negotiating Skills* by [John M. McKeller](#)
 Today's Seminar Topics Include:
- Information gathering and synthesis;
 - Strategy formulation through options and alternatives;
 - Interpersonal skills;
 - International cultural awareness and communication skills;
 - Intra-organizational and supplier/buyer negotiating; and
 - The difference between manipulation and negotiation.
- 10:15 am Break
- 10:30 am *Negotiation Skills* continues
- 12:00 pm Networking Luncheon – Holiday Inn
- 1:00 pm *Negotiation Skills* continues
- 2:15 pm Break
- 3:15 pm *Negotiation Skills* continues
- 4:00 pm Seminar adjourns until next morning
- 5:30 pm Networking Dinner (attendance highly recommended) – [Pullman's Restaurant at Trolley Square](#)

Friday, May 14, 2010

- 7:30 am Registration / Continental Breakfast
- 8:00 am *Negotiation Skills* continues
 Today's Seminar Topics Include:
- How to recognize and avoid psychological "games;"
 - How and when to utilize the primary characteristics of successful negotiation techniques; and
 - The value and process of building trust.
- 10:15 am Break
- 10:30 am *Negotiation Skills* continues
- 12:00 pm Networking Luncheon – Holiday Inn
- 1:00 pm WAPP Committee Meetings & Past Presidents Council Meeting
- 1:30 pm Business Meeting – Dale DeNamur, CPPB, President of **WAPP**
- Approve Minutes from last meeting
 - Treasurer's Report
 - Committee Reports
 - Old Business
 - New Business
 - Announcements
 - Adjourn

----- Registration Form on Following Page -----

WISCONSIN ASSOCIATION OF PUBLIC PURCHASERS

REGISTRATION FORM –TRAINING / MEETING

Thursday – Friday, May 13-14, 2010

[Holiday Inn](#)

150 S. Nicolet Rd., Appleton WI 54914

Lodging:

A block of rooms has been set aside at the **Holiday Inn** for the nights of May 12, 13 & 14. Make reservations by calling **920-735-9955** or **800-465-4329** no later than **May 1, 2010**. The state daily rate for a single or double is \$70/night. Indicate you are with WAPP. Tax will not be charged with proof of tax exemption.

Training / Meeting Fees:

Registration Fee includes lunch each day, refreshments, etc., during training. The Thursday evening Networking Dinner is an additional \$30.

Check Appropriate Box	<input type="checkbox"/> WAPP Member*	<input type="checkbox"/> Non-Member <input type="checkbox"/> Non-Member 1 st timer**	<input type="checkbox"/> Retiree
Both Days	\$50	\$65 / 1 st Timer = \$0	\$20
Thursday – May 13	\$30	\$35 / 1 st Timer = \$0	\$10
Friday – May 14	\$30	\$35 / 1 st Timer = \$0	\$10

*Membership must be effective on or before April 28, 2010 to take advantage of member rates. **Non-Member-First-Timers are not charged a registration fee for the training/meeting. **However, there is a \$30 charge for anyone who attends the Thursday evening Networking Dinner.** To qualify as a “non-member first-timer” you must be a governmental official whose employment is in some way related to public procurement and there is potential for membership in WAPP.

Check All Appropriate Boxes Below:

If you pay for and will attend the Thursday Evening Networking Dinner, please make you meal selections below. All dinners include side salad with house dressing and dinner roll.

Dinner:

- | | | |
|--|---|--|
| <input type="checkbox"/> Asiago Stuffed Chicken | <input type="checkbox"/> Chicken Portabella | <input type="checkbox"/> Petite Tenderloin (7 oz.) |
| <input type="checkbox"/> Pasta Primavera (no meat) | <input type="checkbox"/> Grilled Salmon | <input type="checkbox"/> Breaded Pan Fried Halibut |

Dessert:

- | | | |
|--|---|--|
| <input type="checkbox"/> Tiramisu Cake | <input type="checkbox"/> Turtle Cheese Cake | <input type="checkbox"/> Ultimate Chocolate Cake |
|--|---|--|

Beverage:

- | | | | |
|---------------------------------|------------------------------|-------------------------------|-------------------------------|
| <input type="checkbox"/> Coffee | <input type="checkbox"/> Tea | <input type="checkbox"/> Milk | <input type="checkbox"/> Soda |
|---------------------------------|------------------------------|-------------------------------|-------------------------------|

Guests: Indicate number of guests for Thursday evening dinner and Include \$30 each in registration fee. _____

Your Name: _____

Registrant Information:

Name: _____

Title: _____

Address: _____

Agency: _____

City, State, Zip: _____

E-mail: _____

Specify total amount paid by: check or credit card: \$ _____ (Credit card payment may be made on the WAPP website at www.wapp.org/meetings.htm , where you will find a link to the credit card payment page).

If paid by credit card, indicate name of card holder **if other than your name**: _____.
(We need this information to reconcile the name on the registration form to the data we receive from PayPal relating to credit card payments).

If paying by mail, please make check payable to **WAPP, put your name on it, and mail with this completed registration form by April 28, 2010 to:**

Natalie Dixon, Registration
Wisconsin Association of Public Purchasers
PO Box 2003
Madison, WI 53701-2003
Tel: 608-267-8768
(ndixon@cityofmadison.com)
