

Only two things are infinite: the universe and stupidity. And I am not too sure about the former.

---Albert Einstein

AGENDA DAY ONE

I.....Welcome

II.....Introduction(s) **Be prepared to tell something about you that no one knows.** (This is not a sensitivity session so only divulge something that will not cost you your job.)

III.....Workshop Overview: **Death by PowerPoint**

Change is not a workshop away.

IV.....Binder

V....Sally's Swan Song

VI.....Matrix for Communication, Frank X. Dance

VII.....Win-Win, Mutual Gains, Principled, Best Practice, Interest-Based, Integrative, Distributive, Fixed Pie, Collective, Positional, and Adversarial . The success of any process to work, there must exist:

- Sufficient time to complete IBB training and application of the process.
- Understanding that each participant must be willing to share relevant bargaining information.
- Willingness to forego power as the sole method of "winning" .
- Understanding and accepting of the process by all participants and their constituents.
- Yearly renewal of the participants' commitment to the process

Suggested Books:

Beyond the Walls of Resistance...Rick Maurer Maurer goes beyond the philosophy of Change Management to actually help people identify resistance to change and then teach them tools to overcome it.

Five Dysfunctions of a Team...Patrick Lencioni Lencioni reveals the five dysfunctions that go to the very heart of why teams — even the best ones — often struggle. He outlines a powerful model and actionable steps that can be used to overcome these common hurdles and build a cohesive, effective team.

Getting to Yes...Fisher and Ury Fisher and Ury focus on the psychology of negotiation in their method, "principled negotiation," finding acceptable solutions by determining which needs are fixed and which are flexible for negotiators. Best known for their **BATNA (Best Alternative To a Negotiated Agreement)**

The Power of Protocols...Joseph McDonald, Nancy Mohr, et. Al. Step-by-step descriptions of how educators can use protocols to study together, work on problems of practice, teach well, and explore students' work, with explanations of the particular purpose for each protocol.