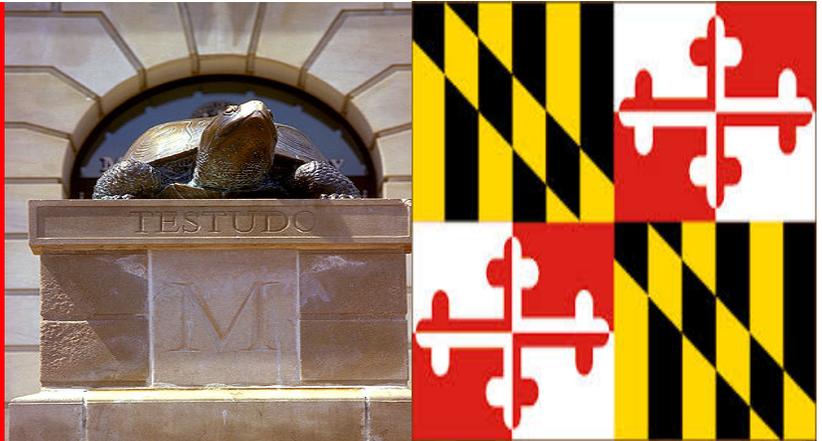


Academy for  
Excellence in Local  
Governance  
Graduate  
Leadership  
Workshop Series:



**Negotiation,  
Government,  
and Civility**

**Date:**

**Friday, January 26**

**Time:**

**8:30am - 3:30pm**

**Location:**

**Local Government  
Insurance Trust  
7225 Parkway Dr.  
Hanover, MD 21076**

**Cost:**

**\$125**

**(includes the cost of  
materials, breakfast &  
lunch)**

*The Academy for Excellence in Local Governance Graduate Program is designed to provide continuing education to public leaders in Maryland to enhance their knowledge, skills, and abilities. The Graduate Program is open to those Academy Fellows who have completed the Academy core program. Additional Graduate Program course offerings will be forthcoming.*

So, you're a graduate of the Academy for Excellence in Local Governance. You've completed all your requisite core classes and now you would like to test your knowledge and elevate your governance skill set. The next Academy Graduate Workshop might be just the experience you are looking for.

Negotiation, Government, and Civility: In these days of partisan rhetoric, division within government, and a growing need to work together and get things done, this Negotiation Workshop' will provide a space to discuss these dynamics and use case studies to work through effective negotiation skills. This one-day session is aimed at elected and appointed officials of Maryland's counties and municipalities who are seeking approaches and solutions to work more effectively in their communities and enhance their career. This interactive workshop will present a positive framework based on collaborative solution-based negotiations, including how to address and better manage workplace challenges, risk, innovation, complex initiatives, projects, and people – while reducing one's own stress. The class will take place **Friday, January 26 from 8:30 a.m. - 3:30 p.m.** at the Local Government Insurance Trust (LGIT) Headquarters in Hanover, MD. The class will be led by Paul Tilley, the Managing Director of Innovative Negotiation, LLC.

The application deadline is Monday, January 15, 2018. The cost for the workshop will be \$125.00 which includes a continental breakfast, lunch, and all materials.

**For additional information and an application, contact Aisha Washington at 301.314.2641 or [awashin1@umd.edu](mailto:awashin1@umd.edu)**