

# Cascade Executive Programs

Evans School of Public Affairs, University of Washington

## About Us

Cascade Executive Programs, founded in 1984, is the executive education arm of the Evans School of Public Affairs, and is a nationally recognized education provider for the public and nonprofit sectors.

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## Courses

Apr. 29-May 1, 2009  
[\*\*Strategic Marketing in the Public Sector\*\*](#)

May 4-6, 2009  
[\*\*Accountability for Results: Performance Measurement\*\*](#)

May 18-19, 2009  
[\*\*Mapping, Planning, and Action: A Framework for Strategy\*\*](#)

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## Dear Cascade Participants and Friends,

Whether addressing budgetary decisions, labor disputes, or policy debates, negotiations compose a major part of a public manager's job. ***Resolving Conflict and Building Consensus*** provides participants with the tools to resolve multi-party disputes and craft innovative solutions.

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## Resolving Conflict and Building Consensus

Jerry Cormick, Ph.D. and Jim Reid, MPA  
May 11-15, 2009

Middle and upper-level **managers estimate that as much as 80% of their time is spent in negotiations** of one form or another. This course provides managers with concepts and tools for resolving disputes that arise among staff, between jurisdictions, between branches or levels of government, and between organizations, businesses, and citizen groups.

The course will address one-time negotiations as well as negotiations where the establishment or maintenance of relationships is important. The **practical application of mediation and negotiation techniques** will help managers build skills and confidence for successfully approaching seemingly irreconcilable differences in both the workplace and the political arena.

**Learn more & register online:**  
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