



# Interest-Based Negotiations Workshop

Lead by Dr. Jill Purdy, University of Washington

*Hosted by:  
Chelan County Public Utility District*



**Chelan PUD would like to invite you to participate in a one-day Interest-Based Negotiations workshop for stakeholders involved in the Rocky Reach relicensing process. Workshop objectives are as follows:**

**Workshop objectives:**

- Introductions; review agenda; desired outcomes
- Recognize negotiations as a problem-solving process
- Identify negotiation styles and the motivation behind each style
- Distinguish between positions and interests
- Plan a negotiation strategy
- Create alternatives that offer mutual benefits
- Evaluate the source of negotiation problems and apply solutions

**Date:** May 21, 2002

**Time:** 8:30 a.m. - 5:00 p.m.

**Place:** Chelan PUD Auditorium, Wenatchee, Washington

**The workshop is limited and registration is on a first-come, first-serve basis. To register, please contact Rosana Sokolowski at (509) 663-8121, Ext. 6371, or by e-mail at [rosana@chelanpud.org](mailto:rosana@chelanpud.org) by May 10.**