



**100 women in
hedge funds™**

**Collaborative Negotiation for Enhanced Client and Intra-Organizational
Relationship Management Seminar
Elaine Rosenblum, President, Courageous Conversation**

Wednesday, May 5th at 5:00

The ability to negotiate effectively is one of the most highly valued business competencies in today's highly competitive business environment. Collaborative Negotiation for client and intra-organizational relationship management is a skill building opportunity that will enable you to negotiate with decency, respect and integrity.

You will be introduced to the philosophy, language and techniques of Collaborative Bargaining. These skills will not only significantly influence the way you negotiate and manage client and intra-organizational discussions, but also positively change outcomes while simultaneously assisting you in building respectful, long-term strategic partnerships.

Event Details

Date: Wednesday, May 5, 2004

Time: **5:00 Registration**

We will begin *promptly* at 5:45; please arrive early to get through security

Host: **CSFB (11 Madison Avenue and 24th Street. Entrance is on Park or Madison.
Conference Room is on Level 2B, downstairs.)**

RSVP: www.100womeninhedgefunds.org/html/may5th04next_events.html

This event is free, but space is limited so please RSVP immediately.

About Courageous Conversation

Courageous Conversation's clients include a diverse group of organizations from Fortune 500 Corporations and International Sports Organizations to Federal Government Agencies. Some current clients include Coca Cola, Ogilvy & Mather Worldwide Advertising and FIFA World Cup Soccer Marketing.

Elaine's Background

Elaine Rosenblum is an employment attorney, mediator, organizational consultant/coach and corporate marketing veteran with extensive experience working with large corporate organizations. Prior to law school, Elaine spent 13-years working in corporate marketing. While studying conflict resolution, negotiation and mediation in law school, Elaine realized that mediation technique had far reaching applications in the corporate environment.

Borrowing from the mediation process she employs in the legal arena, Elaine marries her technical skill in conflict resolution with her extensive experience in corporate business. She understands deeply the working dynamics of the service provider-client relationship, as well as the practical problems, frustration and conflict that corporate managers working in an inter-disciplinary model face. As such, she can uniquely apply the tool of Courageous Conversation to help build and manage long-term strategic partnerships.

Elaine earned a B.S. in Advertising at the University of Texas at Austin, a J.D. at Benjamin N. Cardozo School of Law in New York City, completed Harvard Law School's Advanced Negotiation Program for Lawyers and teaches post-graduate Collaborative Negotiation courses at both NYU and Baruch College in New York City.