

# Interest-Based Bargaining Training and Facilitators Certification

**March 28-30, 2017**

9:00 a.m. to 5:00 p.m. Daily

Participants will become certified facilitators in interest-based strategies for communications, problem solving and negotiations to make decisions and work with others, whether groups or individuals, in a collaborative manner. An interest-based strategy is based on the principle of focusing on issues not on personalities and using reason to make decisions, focusing on interests and not positions.

## **LOCATION:**

MEA HQ, 1350 Kendale Blvd.  
East Lansing, MI 48823

## **COST:**

\$250  
(includes registration fee,  
materials, meals and certification)

## **TO REGISTER:**

Contact J. Robin Langley or Rebecca Ernst  
517-332-6551 ext. 6250  
or email [rlangley@mea.org](mailto:rlangley@mea.org) or [reerst@mea.org](mailto:reerst@mea.org)

Checks may be payable to MEA

