



UNIVERSITY  
of HAWAII®  
**HILO**



**HILO: Thursday, January 11, 2018 from 8:30<sup>am</sup> to 12:30<sup>pm</sup>**  
**KONA: Friday, January 12, 2018 from 8:30<sup>am</sup> to 12:30<sup>pm</sup>**

## NEGOTIATION SKILLS FOR WOMEN

We negotiate constantly—with our spouses, partners, bosses, children, peers, and others. Do you want to develop the skills you need to negotiate successfully and narrow the gender gap? Join us to participate in simulated negotiations, plus learn the stages and components of negotiation, including offers, counter-offers, and modes of communication.

**HILO: Thursday, January 11, 2018 from 1:30<sup>pm</sup> to 4:00<sup>pm</sup>**  
**KONA: Friday, January 12, 2018 from 1:30<sup>pm</sup> to 4:00<sup>pm</sup>**

## COMMUNICATION SKILLS OF HIGHLY EFFECTIVE PEOPLE

Essential communication skills include being patient, personable, positive, and respectful. Want to increase your emotional intelligence (EQ) from a mediator's point of view? Learn to listen with your head, heart, and body—and to articulate clearly and directly using "I" statements. Explore what to do when someone doesn't communicate effectively and how to offer a great apology when you don't.



***Elizabeth Kent, J.D.**, has helped people and institutions find solutions to sticky problems for over 25 years. She has clerked at two federal courts of appeals, practiced commercial law, served as the Deputy Director at the Hawai'i State Department of Human Services, taught at University of Hawai'i at Manoa, and directed the Hawai'i State Judiciary's Center for Alternative Dispute Resolution. A trained facilitator and mediator, Elizabeth teaches graduate classes in conflict system design and negotiation at UH-Manoa and a variety of conflict resolution skills classes around the state. She has received the Hawaii Women Lawyers' Distinguished Service Award and the Church of the Crossroads' Dr. Martin Luther King, Jr. Peacemaker Award.*

### HILO LOCATION

**University of Hawai'i at Hilo**  
**UBC 127 (parking fee of \$3 applies)**  
**200 W. Kawili Street**  
**Hilo, HI 96720**

### KONA LOCATION

**Hawai'i Community College - Palamanui**  
**Panini Building, Room 127**  
**73-4225 Ane Keohokalole Hwy**  
**Kailua-Kona, HI 96740**

Negotiation Skills: \$50    Communication Skills: \$30    Both Workshops: \$75  
*(partial scholarships available)*

**THIS OFFERING IS A COLLABORATIVE EFFORT BETWEEN UNIVERSITY OF HAWAII AT HILO AND UH-HILO WOMEN'S CENTER, HAWAII ISLAND WOMEN'S LEADERSHIP FORUM, YWCA HAWAII ISLAND, AND KU'IKAHI MEDIATION CENTER**

*The "Tools to Transform Conflict" Training Series is made possible thanks in part to funding from the Atherton Family Foundation, County of Hawai'i Department of Research and Development, and Hawai'i Island United Way.*



**To register, contact:**

**KU'IKAHI MEDIATION CENTER**  
**101 Aupuni Street, Suite PH 1014 B-2**  
**Hilo, Hawai'i 96720**  
**Phone: (808) 935-7844 x 1**  
**Fax: (808) 961-9727**  
**Email: erika@hawaiimediation.org**