

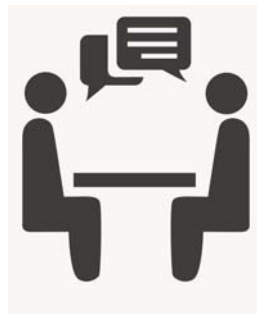
Join us for a
Full-Day of In-Person
Learning!
Friday, November 5, 2021
9:00am-4:00pm



Presentations

Negotiation; One Strategy Does NOT Fit All

Some people see negotiation as a competition, and many view negotiations as a battle of wits and wisdom. Some people relish the idea of bargaining, others avoid any semblance of an engagement or discussion to “make a deal”. Many strategies are available and can lead to successful outcomes, depending on the viewpoint of the assessor. Poorly chosen strategies can lead to undesirable conclusions, possibly an avoidable result. In this session you will learn:



- ◆ 3 aspects to prepare for negotiation
- ◆ 4 approaches to negotiation
- ◆ 5 styles of negotiation
- ◆ Why consider a different approach to your next negotiation

Hot Topics in Supply Chains: Forced/Child Labor, and Antidumping Evasion Investigations

- ◆ Brief update on Section 301 duties and ongoing litigation
- ◆ Forced Labor and Withhold Release Orders (WROs): Measures to Avoid WROs and Obtain Modifications/Revocations
- ◆ Enforce and Protect Act (EAPA) Five Years On: Investigation and Litigation Developments



Becoming a Person of Influence

“Leadership is influence, nothing more, nothing less” - John C. Maxwell

Things happen that have some level of influence on us daily. Along with actions and words influencing us, we each possess the same power to influence others through our

actions and words. Whatever your position, vocation, or title you, can increase your impact on others.



During this presentation, we will discuss simple, insightful ways to achieve higher success with your team. We will uncover the foundations a leader needs to grow their influence. Then from these foundations, we will add some initial actions to help increase your level of influence, whether you desire to build it at work, at home, or in your community.

DETAILS:

Place:

Classics V Banquets
2425 Niagara Falls Blvd., Amherst, NY 14228

Schedule:

8:15 -9:00 am...Registration/Continental Breakfast
9:00 am - 12:00 pm....Presentations
12:00 - 12:30 pm.....Lunch
12:30 - 4:00 pm....Presentations

Cost:

ISM-Buffalo Members: \$149.00
Non-Members: \$199.00
Includes: light breakfast and lunch

Earn (6) CEH for this affordable event!

Space Limited; Reserve now to secure spot at ismbuf@ismbuffalo.com ♦ (716) 648-0972
All registrations due by 11/3

Presenters

Jane E Tierney Founder, purple link

Jane founded purple link in 2015, recognizing there's a better way to obtain value and achieve results from and through the supply chain. Clients discover innovative ways to identify waste and risk from dollars leaking



through the supply chain, draining the bottom line. Jane earned a degree in Industrial Engineering from the University of Missouri, and an MBA from San Diego State University. Passionate about Lean & Six Sigma, she is also a certified green belt. She holds Certified Professional Supply Manager (CPSM) and Certified Professional in Supplier Diversity (CPSD) credentials through the Institute of Supply Management (ISM).

In addition to running her business, she teaches Operations and Supply Chain Management courses at both California State University - Northridge and California State – Long Beach where she serves on the advisory board for the CSULB Operations & Supply Chain Management program. In 2020 she co-founded the So-Cal SCRM Council for local executives focused on Supply Chain Risk Management which hosts an Annual Supply Chain Risk Symposium. A speaker / author, she offers bi-monthly Dynamic Dialog webinars and conducts workshops on a variety of topics. Her first book is due out in 2022.
<http://purple-link.net/>

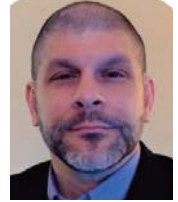
**Jon P. Yormick, Partner
 Flannery|Georgalis LLC**



Jon has practiced for 30 years and has experience as an international business and trade attorney and litigator, focusing on sensitive investigations, voluntary and directed self-disclosures, penalties and enforcement, compliance, and litigation related to Customs, export controls, economic sanctions, FCPA/antibribery, government procurement matters, and Section 232, Section 301, and antidumping/countervailing trade remedy duties. He also advises clients on issues involving international trade and federal government contracts such as the

FAR/DFARS, the Berry Amendment, the Buy American Act, the Trade Agreements Act, as well as Made in USA claims administered and enforced by the Federal Trade Commission (FTC).
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<https://www.linkedin.com/in/jonyormick/>

**Steven Diloia
 Axiom Coaching LLC**



Steve Diloia has a passion for people, especially those who are trying to be leaders. Steve has been in leadership roles, formal or informal, from a young age. It is a good thing he enjoys leading, not for the position but to help people grow beyond what they thought was possible.

He loves to follow visionary ideas, developing a strategy, and then take action; so the vision becomes a reality. He has started multiple businesses and non-profits organizations.

Steve has brought his passion, combined with his experience, to his organization, Axiom Coaching, which provides the skills and support you need to lead successfully and excel professionally and personally in life.

Steve has continued to grow his leadership skills throughout his life with certifications in coaching, John Maxwell Trainer, and professional business advisor.
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<https://www.linkedin.com/in/sdiloia/>

**REGISTRATION FORM
 ISM-Buffalo Seminar - Friday, November 5, 2021
 ISM-Buffalo Member Fee: \$149.00; Non-Member Fee: \$199.00**

Company Name: _____

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