



2020 Management Summit Webinar Series Agenda

Wednesday August 26, 2:00pm -3:00pm

Preconference Manager Forum: Confronting Change

Presented by Matt Miller, PACD

Conservation districts have been largely successful in maintaining operational capacity and team cohesion during the disruptions of 2020. Drawing on themes from Spencer Johnson's *Who Moved My Cheese?* and Simon Sinek's *Start with Why*, this workshop will look at our attitudes toward change, mission, and the nature of resilient leadership during times of uncertainty.

Wednesday September 2, 1:00pm -2:30pm

Managing Remote Work Teams

Presented by Dennis Gilbert, Appreciative Strategies

Office closures and social distancing requirements have led many organizations to make the switch to remote workforces, but managing teams remotely isn't simply a matter of "business as usual, just in a different place." Focusing on the specifics of leading in a remote environment, webinar attendees will understand the differences from conventional supervision/management, discover pathways for establishing metrics and measurements, examine ways to manage expectations and perceptions, and learn best practices for navigating remote environments and building inspiration and motivation for remote teams.

Wednesday September 9, 1:00pm – 2:00pm

Negotiation Skills Part 1: Getting to Yes

Presented by Janet McNally, Team Development Services

Most transactions and agreements involve some degree of negotiation, but many people are uncomfortable with the process due to the mistaken perception that successful negotiation is always zero-sum game. Drawing on sources including Fisher & Ury's *Getting to Yes: Negotiating Without Giving In*, this webinar will focus on effective and principled methods of reaching agreement.



Wednesday September 16, 1:00pm -2:00pm

Current Challenges in Volunteer Engagement

Presented by Suzanna Windon, PhD., Penn State Extension

Volunteer engagement and coordination are critical components of community outreach for many conservation districts. This webinar will examine a Volunteer Management Model that includes volunteer trends and motives, fundamentals of recruitment and retention, and best practices to address current Covid-19 challenges.

Wednesday September 23, 1:00pm-2:00pm

Employment Law Series Follow Up Session

Presented by Adam Long, McNees Wallace & Nurick

A follow up to the Summer Employment Law webinar series, this webinar will address questions from all three of the previous sessions.

Wednesday September 30, 1:00pm – 2:00pm

Negotiation Skills Part 2: Difficult People & Situations

Presented by Janet McNally, Team Development Services

Building on the concepts presented in Part 1, this webinar will examine the application of effective negotiation methods to real-life scenarios, including constructively dealing with difficult people and situations.

Wednesday October 7, 2:00pm -3:00pm

Post-Conference Manager Forum: Retention Tools & Strategies

Facilitated by Matt Miller, PACD

Drawing on the concepts presented in the Preconference Forum, this roundtable discussion will give managers an opportunity to share strategies to improve staff retention and bolster team cohesion during challenging times.