

ISM and Niagara University Student SCM Joint Event Wednesday February 19, 2025. 5 to 8 PM Dining Commons at Clet Hall, Niagara University

Gathering, Networking: 5 pm to 540.

Introduction and Welcome 540 p.m.

Dr. Mark Frascatore, Dean
NU Holzschuh College of Business
Dr. Jim Kling, Niagara University
Understanding Elon Musk
A brief pre-dinner conversation starter.

Dinner 6 PM

After Dinner Program 640

Jim Austin, ISM
Brief ISM Business Meeting

Keynote Speaker 650 PM

Negotiation Strategies and Exercise

Dan Coleman, founder of Excelsior Learning, author of *Fan the Hot Blue Flames* and *Bursts of Fresh Squeezed Ideas* and a leading expert on deliberate creativity. Over the past two decades, he has trained thousands of people in his custom, non-traditional programs.

In sixty minutes, Dan will present negotiation models (Competitive, Collaborative and People-Centered Strategies); highlight a few strategies; and then engage the group in a hands-on negotiation exercise.

750 pm Wrap-up and Gift Drawing:

Niagara University, 5795 Lewiston Rd,
Niagara Falls, NY 14109

This does not face Lewiston Road but is on Vincentian Drive within campus. If using Lewiston Road Turn at Power Authority Vista

See Campus map provided #33:



You may park in any lot after 5 pm.

The Butler lot is the closest. The large lot next to the White Marble Art museum would also be OK.

This venue is very close to the New York State Power Authority Power Vista (same entrance from Lewiston Road). Parking at the Power Authority visitor's center is almost as close and is allowed.