



## WORKSHOP

# THE ART OF COLLABORATION AND NEGOTIATION

We will guide you through the fundamental strategies for meaningful collaboration and negotiations, in both professional and personal contexts. There is only one way to improve – be prepared for intentional small group practice in our “work”shop, and understand what it takes to create a safe environment for difficult, productive conversation.

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**DATE:** Sept. 12<sup>TH</sup>, 2020  
**TIME:** 9:45 AM –12:15 PM  
**VIA:** ZOOM

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# PRESENTERS



**Alvin Pilobello** has a Chemical Engineering degree (McMaster, 2009), and has served in both engineering consulting firms and municipalities, focusing on water environmental projects and municipal infrastructure asset management. Through his extensive volunteer involvement with WEF, Alvin realized his true calling was empowering STEM professionals to become more well-rounded in relationship skills. Alvin is now a professionally trained coach, has his own coaching business (mindspaceIMPACT), and works as a Senior Leadership Coach and Trainer with a leadership training firm.



**Keren Verch** is an experienced business development professional in the energy management industry since 2013. She has worked with electrical utilities, fortune 500, and SMB's, to provide energy management solutions to help reduce carbon footprint and save costs. Most recently Keren has transitioned to a national role responsible for the water utility segment at Schneider Electric after spending 2.5 years focused on building automation in Ontario. Keren is a member of WEAO YP Professional Development (PD) subcommittee and also volunteers with Habitat For Humanity.

## Agenda – What to Expect

- Creating space for meaningful conversations
- Establish negotiation styles, with relevant water industry examples
- What it takes to create a safe psychological space and enable collaborative discussions
- Multiple small group (3-4 people) breakout rooms for networking and practice activities – be ready with your camera during breakouts!

## Registration Fees

\$10 – Student Members

\$15 – YP Members

\$20 – non-YP Members

\$25 – non-Members

Registration can be found online at:

<https://owwa.ca/events-list.html>