
Negotiations Strategies for Executives

Recent Participants

CARLSON
SCHOOL OF MANAGEMENT
UNIVERSITY OF MINNESOTA

3M Company

Eastern Regional Sales Manager
Application Development Engineer

ABRA Auto Body & Glass

Executive Vice President
& Chief Financial Officer

Advanced Filtration Systems

General Manager

ALLETE, Inc.

Senior Attorney

APG Cash Drawer

OEM Account Manager

Austin Utilities

Director
General Manager

Blue Cross Blue Shield of Minnesota

Principal Financial Analyst
Director
Director of Provider Relations

Bristol-Myers Squibb

Area District Manager

Brown Printing Company

Press Production Manager

Cargill, Inc.

Account Manager
Employee Relations Representative
Commercial Director

Carlson Companies, Inc.

Account Manager, Supplier Relations
Director, Executive Development,
Information Technology
Vice President, Information Technology
Manager, Financial Analysis
Regional Vice President

Charter Films

Manager, Purchasing and Logistics

Children's Hospitals & Clinics

Senior Director of Business Development

CNT, Inc

Group Vice President, Global Services

Colliers Turley Martin Tucker

Hospitality Sales

Cypress Semiconductor

Director

Entegris, Inc.

Manager of Contracts & Negotiations

GMAC Reinsurance Group

Senior Vice-President

GMAC-RFC

Capital Markets & RVA Manager

Great River Energy

Pricing & Contracts Administrator

Guidant Corporation

Quality Systems Analyst, Compliance

H.B. Fuller Company

Director New Business

Imation Corp.

Key Account Manager, Retail

IWCO-Direct

Business Services Analyst
Director of Business Services

Kemps

Director of Sales

Keystone Retaining Wall

Director of Operations

Land O'Lakes, Inc.

Distribution Manager
Product Manager

Lifetouch, Inc.

Manager, Sales

Medtronic, Inc.

Senior Manager
IT Manager, IS Strategic Vendor Alliances
Business Analyst

Continued

Michael Foods, Inc.

Senior Strategic Sourcing Director

Mid America Steel, Inc.

Treasurer

Minneapolis Heart Institute Foundation

Executive Vice-President

Minneapolis Public Schools

Director, Administration

Nash Finch Company

Manager, Product Development

Precept Foods

National Sales Director

Promega Corp.

Director, Marketing

St. Jude Medical, Inc.

Senior Treasury Analyst

Southern Minnesota Municipal Power Agency

Chief Operating Officer

SPS Commerce

Vice President of Technology

SUPERVALU, Inc.

Director of Energy Management

Thomson West

Strategy & Business Development Director

Tony Downs Foods Co.

Sales Manager

General Manager

U.S. Bancorp

Financial Analyst

Verizon Wireless

National Account Manager

Webster Industries

President & Chief Operating Officer

Xcel Energy

Senior Power Marketer