



SPRING 2018 MEETING AGENDA

Corporate Only Roundtable

TRC is bringing back corporate round tables. This revival will allow you the opportunity to network with your peers and discuss everything from policy changes or challenges to updates in global mobility.

Session 1 – Jennifer Therrien, Talent Development Manager, Ocean Spray Cranberries, Inc. DISC Assessment: Understanding work style's the key to impactful workplace interactions

Have you ever been faced with a co-worker or partner you just can't connect with or just plain doesn't get you? Or do you feel that some people just don't get your style of communication or approach to work?

Most of us have felt that way at one time or another!

Good News this is the workshop for you...

In this workshop we will introduce you to a methodology that will help you build more effective work relationships and conduct more effective interactions based on an understanding of different behavioral styles.

- Introduction to understanding your work style
- Work styles within the workplace
- Work style's and the link to building value added relationships
- Provide you the skills to quickly identify someone's style allowing you to engage them in their preferred approach

Session 2 – Knowledge Hop

Second annual Knowledge Hop, topics ranging from Nashville's current economic updates to core/flex policy!

Session 3 – Keynote, Eric Halverson, Director of HR Global Mobility, eBay 10 Commandments for Vendor Partner Relationship

Ever wonder how your client views his/her relationship with you? Ever wonder why a business relationship that started out so strong has begun to go sour?

Ever wonder why the things you do, as a supplier, to maintain a strong relationship with your client don't seem to work? Ever wonder what you could do that *does* work?

Come learn how the Client views and elects to work with his/her supply partners. Eric will walk you through the 3-year life cycle of the typical client-supplier relationship from the client's perspective, discussing what is important to the client and what builds, or destroys, a strong and enduring client-supplier relationship. Focusing on the importance of the relationship, he will provide insight into why some things you do are effective in building and maintaining a strong relationship.... and other things are not!

Once you hear Eric's 10 Commandments for Successful Client-Supplier Relationships, be ready to rethink, renew, and rebuild lasting relationships with all your clients!