



FOR IMMEDIATE RELEASE:

"Negotiation 101" Presented by Rod Frankle at Raleigh Wake Human Resource Management Association (RWHRMA) June Monthly Meeting

Raleigh, NC, – April 7, 2009 Rod Frankle, President of Frankle Staffing Partners, will present "Negotiation 101 for HR Professionals" at the June RWHRMA meeting on June 16, 2009. Frankle will define the negotiation process, identify the phases of negotiation, review objectives and tactics of a successful negotiation and help participants determine their individual negotiation type. Negotiation is the reaching of agreement through discussion and compromise using both active and passive tactics. The audience will learn about these tactics in detail as well as how to follow up after an agreement. This session has been pre-approved for HRCI credit.

Frankle was a Senior Human Resources executive with Club Med. Frankle's diverse job duties included teaching snow and water skiing; organizing entertainment programs in Martinique, sports activities in Greece and managing resorts in the Mid-East, Asia, Africa, Europe, the Caribbean and North America. He also led Club Med's International Training Department in Paris before being promoted to the North American Director of HR in New York City. Since arriving in Raleigh, he has been a member of the Executive Committee of the Greater Raleigh Chamber of Commerce and has chaired the Small Business and Membership Services Departments. He was Chairman of the Chamber's Business Expo and the North and Central AM Networks. Rod is a Past-President of his Rotary Club, a participant on the Advisory Council of Goodwill Industries and the Wake Education Partnership. He currently serves as President and Chairman of the Board of the Occoneechee Council of the Boy Scouts of America and is the lead volunteer for this twelve-county operation. Frankle and wife, Lee, founded Frankel Staffing Partners in 1994 as a franchise of a national firm and received both the Pinnacle Award for business growth and profitability and the Triangle Fast 50 Award.

RWHRMA welcomes members and prospective members to attend this event at the Raleigh Women's Club. Registration, networking and Luncheon buffet begin at 11:30 AM with chapter business and the program starting at Noon. Member fees are \$22.50 for pre-registrants and \$25.00 for walk-ins; Guest fees are \$27.50 for pre-registrants and \$30.00 for walk-ins; Student fees are \$10.00. All fees include buffet lunch. Space is limited so advance registration is strongly encouraged. Registration for this meeting will be accepted until Friday, June 12th at 5pm. For additional information or to register visit www.rwhrma.org

About RWHRMA: Raleigh-Wake Human Resource Management Association (RWHRMA) is a not-for-profit human resources professional association and is a local affiliate of the national [Society for Human Resource Management](http://www.shrm.org) (SHRM) organization focused on serving the HR professional and advancing the HR profession. Established in 1954 and nationally recognized for its many award-winning programs and a premier chapter of SHRM, RWHRMA provides many professional development, community service, and networking opportunities to its more than 500 members representing a variety of businesses and industries. Contact: Barb Giarelli, Communications Chair, RWHRMA, 919-269-2313 or Giarelli_Barb@cat.com



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