



COLLEGE OF BUSINESS
& TECHNOLOGY

Executive EDUCATION FALL SERIES

POPULATION HEALTH MANAGEMENT: IMPROVING THE WELL-BEING OF THE WORKFORCE

Dr. Andy Sharma | Oct. 20 | 2-5 p.m. | West Center (WSTC) 254W

Recent events (e.g., pandemic, worker shortages, inflation) have renewed focus on the health and well-being of employees at all levels, age groups, racial and gender categories, education levels, geographic locations, and income ranges. How business leaders manage the overall well-being of their employees can have a profound impact on the success of their organization's mission and goals. This education series will introduce foundational concepts in applied demography and public health with the goal of encouraging business leaders to consider the unique health needs of their workforce. We will accomplish this by reviewing past and current case studies and recent research. After completing this seminar, business leaders will be equipped with the basic skills needed to improving well-being and doing so may also result in greater job satisfaction and increased productivity.

Dr. Andy Sharma is an Associate Professor of Healthcare Management at UNK. He earned a PhD in Public Policy with a minor in Sociology from the University of North Carolina at Chapel Hill, where he was a funded predoctoral fellow in population health and a receipt of the Impact Award, Future Faculty Fellowship, and Weiss Fellowship. He also has a MS in Mathematics from Loyola University and a MA in Economics from DePaul. Along with three term Governor Lamm, he is co-author of a popular book on healthcare, *Brave New World of Healthcare Revisited: What Every American Needs to Know about Our Healthcare Crisis*.

PRINCIPLED NEGOTIATIONS

Dr. Greg Benson | Oct. 27 | 2-5 p.m. | West Center (WSTC) 254W

Based on the book developed by the Harvard Negotiating Project entitled, *Getting to Yes; Negotiating Agreement Without Giving In*, workshop participants will learn about the four fundamentals of Principled Negotiating – Separate People from the Problem, Focus on Interests Not Positions, Invent Options for Mutual Gain, and Insist on the Use of Objective Criteria – and the importance of developing one's BATNA before entering into a situation that requires a well-developed negotiated solution.

This workshop will provide participants with an overview of the difference between power and principled negotiating strategies. training related to the four fundamentals of Principled Negotiations and training on the importance of developing one's BATNA before entering into a negotiation.

Greg Benson, Ed.D., CPSM – Associate Professor and Supply Chain Management Program Coordinator at the University of Nebraska-Kearney. Benson's career includes nearly 30 years of industry experience in procurement and materials management, and beginning in 2009 Benson retired from the private sector to become a full-time faculty member at UNK. For the past twelve years, Benson has taught principled negotiations at UNK. Prior to teaching at UNK, Benson has presented on this topic at several national purchasing conferences, regional seminars, and company professional development workshops. In addition, Benson has authored several published articles regarding this approach to negotiations.

Register at:

Cost is \$99 for each or \$149 for both.
Light snacks and refreshments will be provided.

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