



NEGOTIATIONS SEMINAR



Tuesday, March 11, 2014
Sheraton Oklahoma City
Oklahoma City, OK



Brief Overview

The American Association of Professional Landmen invites you to its Negotiations Seminar in Oklahoma City OK on March 11, 2014. The program will be held at the Sheraton, 1 North Broadway Ave., Oklahoma City, OK, 73102; 405-235-2780.

The AAPL Negotiations seminar is a one-day program designed for all levels of landmen desiring an in-depth training of critical skill techniques to strengthen effective negotiating skills.

This seminar will focus on several phases of negotiation:

- Plan and prepare strategically
- How and when to make concessions
- Depersonalize conflict
- Develop listening skills
- Managing risk and expectations
- Develop critical thinking and problem solving skills
- Sharing/receiving input and constructive criticism
- Participate in mock negotiations
- Avoiding common pitfalls
- Clarifying questions and strategize planning for maximum results
- Align and timing your efforts to close the deal
- Correcting mistakes on the fly to preserve the deal

Speaker: Wilson Busby, Continental Resources

Event: Negotiations Seminar

Hotel: Sheraton Hotel, 1 North Broadway Ave., Oklahoma City, OK 73102

Date/time of event here: Tuesday, March 11, 2014

Cost: pre-registration: \$250 for members, \$375 for non-members. After 2/25 the price goes up \$50.

Class Capacity: 125

Accreditation: 5 CPL/RPL/RL credits

Dress Code: AAPL is a professional organization and is proud to be represented by its members. We ask that when attending our events the dress remain business casual, please no shorts or flip flops. Thank you for your cooperation.

Course Agenda

Tuesday, March 11, 2014

Seminar Schedule:

8:30 – 9:00	Registration and Continental Breakfast
9:00 – 9:30am	Introduction to Material, The Phases of Negotiation & Strategic Planning
9:30 – 10:00am	The Process And You, Eliminating Barriers & Solving Problems, Levels of Listening
10:00- 10:30am	Timing And Settlement, Handling And Resolving Conflict & Delegation of Authority
10:30 – 10:45am	Break
10:45 – 11:15am	The Art of Negotiation, Conducting A Socratic Dialogue, Negotiation Techniques, Risk Assessment
11:15 – 12:00pm	Workshop Negotiation
11:15 – 11:25am	Part One: Intro to Subject Matter and Negotiation Opportunity
11:25 – 11:45am	Part Two: Actual Negotiation Between Parties A and B
11:45 – 12:00pm	Part Three: Recap of the Various Outcomes and The Big Picture
12:00 – 1:00pm	Lunch (on your own)
1:00 - 2:00pm	Negotiation Mistakes: How to Avoid Them, Part One
2:00 – 2:45pm	Negotiation Mistakes: How to Avoid Them, Part Two & the Seven Ups
2:45 – 3:00pm	Answer Questions, the Super Six, Lessons Learned, Quotes To Ponder & Wrap Up

*Note: Schedule subject to change

Speaker: Wilson Busby

Wilson Busby is currently a Senior Staff Landman at Continental Resources, Inc., a New York Stock Exchange publically traded, Oklahoma City, OK based, independent. Mr. Busby previously worked at WCT Resources, LLC where he was the Land Manager and, later, Field Land Superintendent. Mr. Busby worked at the Williams Companies where he was Manager, Construction Services and held several other positions. He also worked at Cities Service (OXY USA), Enserch and the Stephens Companies in various legal and/or land capacities.

Mr. Busby has consulted with and/or represented numerous companies and has been an expert witness in complex commercial litigation. A frequent speaker on a variety of subjects, he has spoken at the Rocky Mountain Mineral Law Institute (Seattle), the NADOA Annual Meeting (Houston), the Texas Landman's Institute (Austin), the West Coast Landman's Institute (Santa Rosa, California), the International Right of Way Education Seminar and numerous regional seminars. Mr. Busby has practiced law in both Arkansas and Oklahoma, with an emphasis on commercial transactions, oil and gas, real estate and civil litigation.

Mr. Busby has served AAPL as Third Vice-President, Forms Committee Chairman, principal draftsman of the AAPL 637 Farmout Form, and as founding Chairman of the 1989 Operating Agreement Sub-Committee. He also served the Tulsa Association of Petroleum Landmen as Vice-President.

Tuition Assistance

Tuition Assistance: The AAPL Education Foundation has established a new tuition assistance program that will pay the registration fee for any AAPL member who desires to attend an AAPL operated educational event but cannot do so due to financial limitations. To receive assistance, an AAPL member must submit a written request for assistance along with the event registration form. The request must indicate the reason that assistance is needed, the years of AAPL membership (*minimum two years*), and list all other programs for which tuition assistance was approved (*maximum of two events per year*). The names of registrants requesting financial assistance will remain confidential.

Tuition assistance is available for all AAPL operated education programs except the annual meeting. This includes all AAPL Institutes, Seminars, Workshops, and Oil & Gas Land Reviews (*CPL/RPL*) and exam. Assistance for these programs is limited to two per year. Assistance is also available for all AAPL on-line programs with no limit to the programs watched. Home study programs are eligible for a reduced rate of \$25 per courses with a limit of five courses per year.

Transfers and Cancellations:

All requests for transfers and cancellations must be made in writing and all must be made before **Tuesday, February 25, 2014.**

Individuals may transfer their registration to another individual for this event at no additional charge. **Transfers to another AAPL event may be made for \$25 if made prior to February 25, 2014.** After that date, **no transfers will be accepted.**

Registrations may be cancelled for a refund, less a \$25 administration fee, if made prior to February 25, 2014. After that date, no refunds will be granted. Registrants not entitled to a refund will receive a copy of the written materials.

AAPL retains cancellation rights. In the unlikely event of cancellation, AAPL will attempt to notify all pre-registrants.

THE DEADLINE FOR TRANSFERS AND CANCELLATIONS IS 5:00 p.m. on TUESDAY, FEBRUARY 25, 2014

AAPL Contact

Stephanie Rickels

Education Meeting Planner

Phone: 817-847-7700

Email: srickels@landman.org

Address: 4100 Fossil Creek Blvd

Fort Worth, TX 76137



EVENT REGISTRATION

You can also register online at www.landman.org

Negotiations
311NEG

Oklahoma City, OK
March 11, 2014

Name: _____ AAPL # _____

Company: _____

Address: _____

City, ST ZIP: _____

Phone: _____ Fax : _____

E-mail: _____

Registrations & Payment Received:

MAIL TO:

REMIT CHECK:

AAPL
P.O. Box 225395
Dallas, TX 75222-5395

REMIT CREDIT CARD:

AAPL
4100 Fossil Creek Blvd.
Fort Worth, TX 76137
Fax: (817) 847-7704

Thru 2/25/14 **After 2/25/14**

Negotiations

AAPL Member	<input type="checkbox"/>	\$250	<input type="checkbox"/>	\$300
NonAAPL Member	<input type="checkbox"/>	\$375	<input type="checkbox"/>	\$425
PLM/ERM Student	<input type="checkbox"/>	\$0	<input type="checkbox"/>	\$50
Tuition Assistance	<input type="checkbox"/>	\$0	<input type="checkbox"/>	\$50
<i>(Request Attached)</i>				

ATTENTION: If you are paying by check, please note that AAPL cannot process your registration until the check has cleared; this delays your registration process by at least two days. AAPL recommends that you pay by credit card whenever possible to ensure quick reservation & confirmation.

CALL OR E-MAIL

QUESTIONS TO:

Stephanie Rickels
(817) 847-7700
srickels@landman.org

Payment Information

Credit Card #: _____

Exp. Date: _____ Card Security Code (CSC): _____

Name on Card: _____

Signature: _____