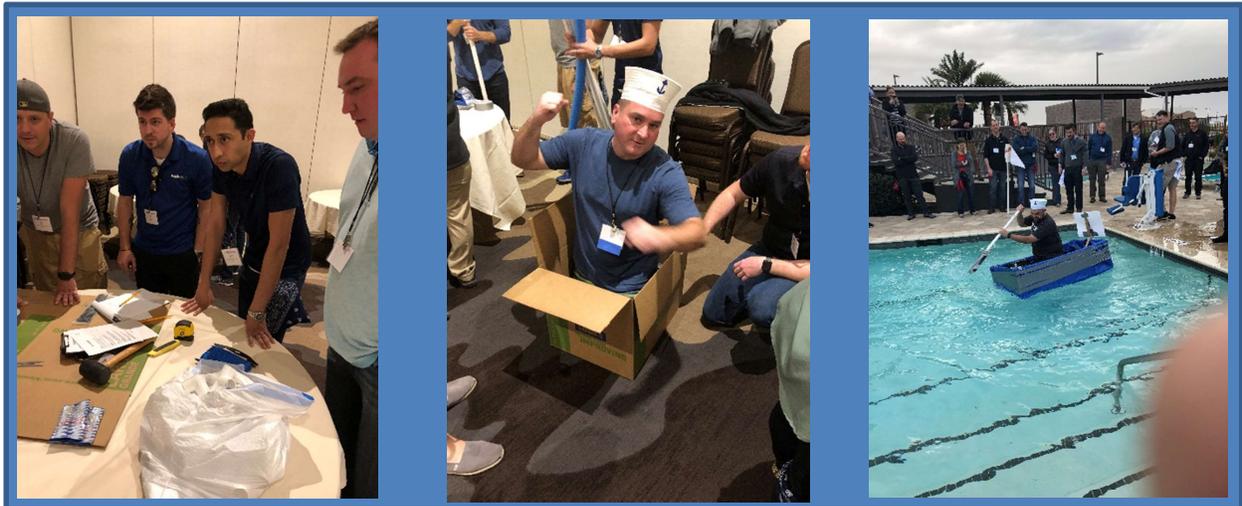


# Emerging Leaders Summit 2018 Recap!



Mesa, Arizona was the destination of the 2018 Emerging Leaders Summit. Fifty next generation leaders in our industry arrived searching for training, networking, fun, and some warm weather. All but the last task was accomplished!



On our first day, we divided into 3 teams. These teams were tasked with electing a captain, creating a team name, designing and constructing a boat with limited materials, and producing a team flag and chant. All these tasks had to be completed in 60 minutes, so each team had to work together! After time ran out, our facilitators judged each team's boat design, flag creativity, and enthusiasm behind our team chant. For the final component of our competition we headed out to the pool, each team captain had to attempt and paddle their boat across the pool.

Team Blood Pirates, Captained by Cameron Guthrie (Lenox), proudly put their boat in the pool. Sadly, Cameron didn't make it far before he and the boat sank. Next up was team Short Straw captained by Ozzie Galindo, US Tool Group. Ozzie was able to keep his balance and paddle the length of the pool. The final captain Andy Zimmerman, 3M, got into his boat determined to make it to the other end of the pool. Unfortunately, Captain Andy sank to the bottom without even a stroke of his paddle. Needless to say, lots of laughter and pictures were snapped during our teambuilding exercise. The winners of the teambuilding were awarded an Emerging Leaders medal. Our first day concluded with Networking by the pool with drinks and heavy apps.



Day two of the Emerging Leader Summit kicked off with the introduction of Patrick Murzyn, Director of Supply Excellence, Global Supply Network Division; Caterpillar Inc. Patrick is passionate about negotiation and the Alignor method. We spent the morning comparing and evaluating the different negotiation approaches. At several points to reinforce Patrick's message, we hopped online to play Alignor's learning games where we developed a love-hate relationship with Linda, Julio, and Raphael.



On the afternoon of the second day, we began to learn about step one of the Alignor's 3 step negotiation process. Step one includes identifying our key stakeholders and identifying the issues of our situation. To conclude day two, we headed to Old Scottsdale and enjoyed some excellent food and fellowship at the Tortilla Factory. We even learned some of our ELs are excellent karaoke singers.

We kicked off our last day in Mesa with a fun Bingo icebreaker. Each attendee got to learn a little more about each other! Patrick spent the morning educating us on steps 2 and 3. Step two is brainstorming ideas on how to solve the issues established in step one according to our stakeholders. Our goal is to come up with solutions that get other stakeholders what they need while allowing us to get what we want. Patrick emphasized that no brainstorm idea is a bad one.

The final step in the Alignor method is to come up with our fighting alternatives. Fight alternatives are actions we take if we can not agree in our negotiation. We concluded our morning with a little Q&A with Alignor's founder John Shulman.

Each EL attendee who attended the Advanced Negotiation Workshop received a two-year subscription to obtain Alignor's online learning games and videos ([www.alignor.com](http://www.alignor.com)). Also, we can access an 8-game path to certification in the skills required to successfully communicate a price increase.

We are looking forward to seeing old and new faces at our Emerging Leaders Meet-up in Chicago this August 6-7. Stay tuned for more details.

