



ISM Finger Lakes Region Dinner Meeting
Thursday November 17, 2011
Radisson Hotel, Corning, NY

Check-In and Networking 5:30 PM
Dinner 6:00 PM

Speaker: Theresa Mattison, Ph.D
“Negotiating in a virtual environment...”

Register with Albert Ding at HaifengDing@eaton.com
with your dinner selections by Monday, November 14th.

**Entrée selection: Pumpkin Nut Crusted Salmon or
Bistro Steak with Demi Glace**

Program Cost \$25.00
Cash or Check (no credit cards) accepted at door

Attendees Earn 1 CEH
1 Continuing Education Hour towards recertification

New Members! We want to meet you! Present your welcome letter and receive first dinner meeting free.

**All Members! Invite someone to join you, bring a coworker, friend, or a silent member to attend!
You both will be glad you did!**

Did you know? ISM FLR (your affiliate) subsidizes each dinner meeting. Therefore, kindly provide professional courtesy should you not be able to honor a reservation.

Briefly About the Speaker: Terry Mattison

Terry Mattison is the IT Strategic Sourcing Manager within the Procurement and Transportation (P&T) group at Corning Incorporated. Terry is also the Vice President for the Finger Lakes ISM Chapter.

Terry has earned a Bachelor of Science degree in Business Administration from Mansfield University, an MBA from the University of Phoenix, and has recently completed her Doctorate in Business Administration through the University Of Phoenix School Of Advanced Studies.

Terry conducted a two year case study at Corning Incorporated and investigated the Dynamics of Virtual Team Communication using e-collaboration technology. This evening Terry will share best practices for negotiating in a virtual environment using e-collaboration tools as a primary means of communication.