

**DepEd ADVISORY No. 22, s. 2012**  
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**January 20, 2012**

**2012 INTERNATIONAL SEMINAR-WORKSHOP ON NEGOTIATION AND MANAGEMENT  
FOR SCHOOL PRINCIPALS AND ALL MANAGERS**

The AimSkills World Management Training Center (AWMTC) will conduct the **2012 International Seminar-Workshop on Negotiation and Management for School Principals and All Managers** at the Hotel Supreme Convention Plaza, Baguio City on the following dates:

<b>Date</b>	<b>Batch</b>	<b>Participant</b>
February 21-23, 2012	1	Managers Managing People
April 23-25, 2012	2	Managers Managing People
May 8-10, 2012	3	School Principals
May 22-24, 2012	4	School Principals

The Seminar-Workshop aims to:

1. help principals understand what is worth-fighting for in principalship with their main domain, that is, to improve the “black box” of instruction by leading knowledgeable;
2. learn and use negotiation skills on how to achieve a high degree of cohesion;
3. acquire negotiation and mediation skills in managing conflicts and deal with difficult people in the organization;
4. understand and learn how to reach goals and manage organizational, and negotiate obstacles and complex deals that the organization faces;
5. develop a healthy and effective managerial system;
6. develop strong and effective psycho-social system for behavior modification techniques and employee discipline;
7. guide principals to craft goals that subordinates can aim and achieve;
8. develop communication strategy that makes the difference in motivating subordinates; and
9. develop techniques for putting creative problem solving ability to work in managerial situations that call for innovative solutions.

The participants to this activity are school managers or principals, school or community leaders, local government unit (LGU) officers, hospital managers, rural bank managers, managers managing people and MBA students and professors.

Each participant shall be charged a registration fee of Eight Thousand Five Hundred Pesos (PhP8,500.00) to cover expenses for two (2) nights hotel accommodation, complete meals and snacks, kit, handouts, training fees and certificates.

For more information, all concerned may contact **Ms. Minerva B. Soriano-Casallo**, Director, AimSkills WMTTC Makati City at mobile phone no.: 0921-259-7237 or **Ms. Cyndie Soriano** at mobile phone no. 0908-716-6714 or visit **AimSkills Office** at No. 250 Rasver Bldg., P. Ocampo St., San Antonio Village, Makati City.