XBM144 CONFLICT MANAGEMENT **Tuition $95.00**

Learn how to manage conflict productively using role playing, small group exercises and class discussions. After this workshop, you will be able to: 1) recognize and define conflict 2) compare and contrast the four major conflict styles 3) recognize personality types with which you may clash 4) develop specific strategies for managing conflict and 5) develop communication skills for managing conflict. (2 meetings)

CRN	CAMPUS	DAY	DATE	TIME	ROOM
99633	Grant	Monday	10/5-10/12	9:00am-12:00pm	Sally Ann Slacke Ctr., 118A

XBM212 THE BASICS OF SUPERVISION **Tuition $135.00**

Explore how to best support and manage a team through communication, motivational principles, problem-solving and decision-making, and positive discipline and reward. (4 meetings)

CRN	CAMPUS	DAY	DATE	TIME	ROOM
9963	Grant	Tuesday	11/3-11/24	9:00am-12:00pm	Sally Ann Slacke Ctr., 103

XBM107 MANAGEMENT AND LEADERSHIP **Tuition $185.00**

Leadership in the workplace refers to the ability to guide others toward institutional goals. Learn why leadership is important; how to identify various leadership strategies; how to employ motivational strategies; problem-solving techniques; and the importance of team building. (3 meetings)

CRN	CAMPUS	DAY	DATE	TIME	ROOM
99635	Grant	Thursday	11/5-11/19	9:00am-12:00pm	Sally Ann Slacke Ctr., 103

FILM AND MEDIA

XBM140 THE DOV S-S SIMENS HOLLYWOOD FILM SCHOOL* **Tuition $425.00**

Want to produce, write, finance, direct and/or distribute a feature film? Then this is the course! Will Smith and Guy Ritchie attended, as did Oscar nominees Queen Latifah and Quentin Tarantino. In one intensive weekend, with Dov S-S Simens, discover how on day one (Saturday: Filmmaking) to take your idea, procure a script, budget and schedule it, hire talent and crew, rent equipment, shoot, edit and obtain your final print. On day two (Sunday: Film Business) learn how to attend film festivals, win awards, distribute and generate revenues from theatrical, foreign, video and cable industries. All attendees receive a Filmmaker's Workbook, a Producer's Diploma, and a Certificate of Completion. Film budgets from $500 to $5,000,000 are covered. Launch your career today! Transportation to New York City not included. Call 631-451-4114 for additional information. (2 meetings)

CRN	CAMPUS	DAY	DATE	TIME	ROOM
99636	Off Campus	Sat/Sun	9/12-9/13	9:00am-6:00pm	New York City
99637	Off Campus	Sat/Sun	12/12-12/13	9:00am-6:00pm	New York City

IMPORT / EXPORT

XBM113 GOING INTO THE IMPORT/EXPORT BUSINESS **Tuition $99.00**

Learn how to choose product lines, identify target markets, find customers, organize a distribution network. Master the ability to prepare a business plan, ensure prompt payment, arrange international transportation and insurance, prepare simple agreements, cope with fluctuating exchange rates, adapt products and prices to target market conditions. Familiarize yourself with U.S. Customs Regulations. Learn how to use the Internet to access trade information from the Department of Commerce. (1 meeting)

CRN	CAMPUS	DAY	DATE	TIME	ROOM
99638	Ammerman	Saturday	10/3	9:00am-4:00pm	Islip Bldg., 200

*Course Carries Student Accident Insurance Fee of $9.50