



# PROFESSIONAL DEVELOPMENT TRAINING

AUGUST 13, 2026 - BETHANY CENTER



## “Negotiating Using God’s Principles”

A SPECIAL WORKSHOP FEATURING DR. JOYCE E. A. RUSSELL, PHD

Negotiation is one of the most essential and often overlooked skills in parish and school administration. This dynamic seminar will help equip parish and school staff with practical negotiation strategies tailored to the unique relationships and responsibilities of Catholic ministry. Hone your skills in areas such as: securing favorable terms with a vendor, navigating a sensitive conversation with an employee, or cultivating a deeper commitment from a donor or volunteer.

Designed for all parish, school, and diocesan staff, this seminar goes beyond theory and includes live practice sessions. Attendees will leave with greater confidence, clearer communication skills, and a practical framework for reaching mutually beneficial agreements in even the most challenging conversations and situations.

### BRIEF BIO

Dr. Joyce E. A. Russell is Dean Emeritus and Professor of Management at the Villanova School of Business (VSB). She is a sought-after keynote speaker and is a licensed Industrial and Organizational Psychologist and Executive Coach. She has over 30 years of experience consulting with global organizations. Her expertise is in leadership development, negotiation tactics, executive coaching, and organizational climate and culture. She was honored with the 2021 Patricia Flynn Distinguished Woman in Business Education Award.

Additionally, Dr. Russell writes a column on Leadership and Careers for Forbes.com and previously wrote a weekly “Career Coach” column for The Washington Post. She has published more than 50 articles, books or book chapters, and has presented her research at national and regional conferences. She serves on the editorial board of the Journal of Vocational Behavior.

Register for the  
August 13 Meeting

AGENDA:  
9:00am Doors Open  
9:15am Begin with Prayer  
9:30-2:30 Presentation

SCAN HERE ↙



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