TUG AGENDA

No! No! Yes! and...

5:00 pm Session Abstract

Negotiation is one of the keys to success—successful management, successful careers, successful companies, successful IT organizations.

Learning to say No! is a first step in the negotiation process. Learning the right time to say No!, learning the right place to say No!, learning the right words with which to say No!, will increase your success when you are using your negotiation skills. In this session, Trevor explores the world of No! and shows how it applies to your life—both business and personal, and where it fits in your negotiation toolbox.

To enhance the No! experience, another negotiation skill for your toolbox will be explored: "Yes! And.." is a technique taught primarily in improvisational acting education. Trevor will relate how it fits into your business environment, and provide practical examples of its use. Prepare to be challenged as you learn new skills and sharpen your negotiating senses!

AGENDA AT A GLANCE

Time	Topic
5:00	Negotiating Skills — Trevor Perry
6:00	Intermission / MoM Networking (Complimentary Buffet)
7:00	Imbedding SQL — Alison Butterill

Speaker: Trevor Perry

Trevor Perry has been a computer nut for as long as he can remember. While he still works as an IT Strategist, he is a popular and award-winning speaker at conferences and user groups on many subjects. He has won awards for his motivational and strategy sessions all over the world.

Trevor Perry   Alison Butterill

Trevor's unique sense of humor and presentation style are two of the many reasons audiences return to his sessions. His Australian heritage, diverse consulting background, acting and improvisational experiences provide Trevor with a rare viewpoint that is entertaining and always informative.

To indulge himself and balance his life, Trevor is a part-time professional speaker, writer, actor, director, and poet, and is on a lifelong search for the ultimate coffee bean.

Remember to register with the TUG office!

Embedding SQL in a HLL Program*

7:00 pm Session Abstract

SQL is IBM's relational database language that can be used to query, update and delete data from a database. SQL is becoming the "de facto" industry standard for accessing distributed data. This session provides an overview of the commands to use in application programs to update, delete and access records or groups of records.

(*COMMON Bronze Award Session)

Speaker: Alison Butterill

Alison Butterill is an IBM Certified Consulting I/T Specialist. Her current position is System i Application Development Offering and Strategy manager for the System i Brand Team.

Alison has worked in the mid-range area for more than 25 years, holding a wide variety of positions at IBM—always specializing in the areas of application development and database. In her present position, Alison is working with a wide variety of IBM teams to develop strategic direction and offerings for developers on the System i. One of the System i key initiatives, the *System i Developers Road Atlas* is a key component of her current responsibilities. Alison is a regular speaker at technical conferences and COMMON conferences around the world and holds numerous Speaker Excellence medals from COMMON North America.

MoM Location

Sheraton Parkway Toronto North — Thornhill Room
600 Highway 7 East (at Leslie)
North York ON L4B 1B2
Canada
(Free underground parking)

an'Gus 54

No! No! NoNoNo! no.

What are you doing?

Practicing negotiating

Need electricity?

er... YES?

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