

Date: Tue, May 22, 2012 at 8:25 PM  
Subject: News from IIBA Minneapolis - St. Paul Chapter  
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<p>May 2012</p> 	<p>Book of the Month</p> 
<h3>IIBA Minneapolis - St. Paul Chapter Newsletter</h3> <p><b>Greetings!</b></p> <p>On April 25th the IIBA Minneapolis/St. Paul Chapter held their <b>3rd Annual Professional Development Day</b>. This event attracted speakers from all over the country and featured three keynotes throughout the day. As the 2012 MSP Chapter President, I was delighted to hear from both attendees and sponsors about how well run and worthwhile the 2012 PPD was. Here is a brief recap of the event and a few chapter-related highlights.</p> <p><a href="#">&lt;Read more of the President's PDD Blog here!&gt;</a></p>	<p>President's Prize Pick</p> <h3>"Getting Past NO; Negotiating in Difficult Situations"</h3> <p>By William Ury</p> <p><a href="#">&lt;more&gt;</a></p>  <p>This book is as relevant today as it was fifteen years ago when it first became a New York</p>

## Culture Shock: Reevaluating Methodologies to Realize Success - By M. Duvernet



According to common theory, methodologies are adopted by organizations to promote maturity toward business process optimization.

Methodologies have been around for a long time and there are several that are very widely used across all sorts of industries. To name a couple of the most popular ones, there is Waterfall, and Agile. Once adopted these methodologies

become very deeply embedded into an organization's culture. Often times, cultures are really where things are known to get stuck.

[<Read more here!>](#)

## Last Chance for a Summer Study Group!

Are you interested in a summer study group? If so, send an email to Mindy at [president@iibamsp.org](mailto:president@iibamsp.org) and Bob at [pd@iibamsp.org](mailto:pd@iibamsp.org).

## June Chapter Meeting - Master Carpenters & Business Analyst Ninja

By Jennifer Battan.

This presentation identifies the 3 tools every BA should have in their toolbox. Every practitioner and every profession has a specific set of tools they use to complete their work. Carpenters use saws, hammers and nails. This presentation shows you how to wield your tools like a ninja to help you work smarter, not harder.

[<Read more!>](#)

## May Presentation - "How Not to Negotiate a Contract" by Phil Frosch

[Access the entire presentation here!](#)

### [Quote of the Month - May](#)

"The difficulty lies not so much in developing new ideas as in escaping from the old ones." John Maynard Keynes; Economist whose ideas profoundly influenced the 20th century

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bestseller. Negotiation occurs every day and in many ways, from negotiating the right price on a car, or a bigger purchase like acquiring a new company, to figuring out how to get your kids to eat their food. Business Analysts are surrounded by the "NO" men and women, those who say "NO" to just about everything. So, how can you negotiate successfully with someone who is so stubborn? This book uncovers a practical 5-step method for negotiating with everyone, even those difficult people who never say "Yes".

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