



"Working In Indian Country: Building Successful Business Relationships with American Indian Tribes"

Date and Location

**May 17, 2018
Pierre, South Dakota**

This Professional Development Workshop is Sponsored by:

***Association on American Indian Affairs
and
Working In Indian Country (LDK Associates, LLC)***

Presented and Instructed by:

**Larry Keown
Author and Workshop Facilitator**

A Message from the Association on American Indian Affairs (AAIA):

AAIA has agreed to partner with LDK Associates, LLC and to co-sponsor "Working In Indian Country" workshops, developed and presented by Larry Keown, because we believe these workshops are valuable for government officials, business leaders, and others who are required or desire to work respectfully and effectively with American Indian tribes.

For more information about AAIA, please visit www.indian-affairs.org.

A portion of proceeds from workshop registrations helps support the mission and goals of AAIA.
About the Workshop and Who Should Attend

Space is limited to approximately 40 participants per workshop to allow for maximum participant interaction and discussion. We encourage you to register early to reserve your space.

"Working In Indian Country" is an interactive one-day professional development workshop designed for federal, state, and local government officials and business leaders who have a need, or are required, to develop working relationships with American Indian tribes and organizations. The process of developing effective working relationships with American Indian tribes and organizations requires knowledge and understanding of: American Indian history, organizational protocol, trust and relationship building principles, communication, and fostering a collaborative environment. This workshop is instructed by Larry Keown, author of "Working In Indian Country."

Workshop Objectives

"The objective of this seminar/workshop is to provide Federal, state, and local government officials and business leaders the knowledge necessary to develop and conduct effective working relationships with American Indian Tribes and organizations (associations, coalitions, etc.). Participants will acquire critical knowledge through interactive lecture, group discussion, and video interviews of tribal representatives.

Upon completion of this seminar/workshop, participants will leave with a basic understanding of American Indian history, leadership skills necessary to work with tribes, knowledge of how to develop and conduct effective working relationships with American Indian tribes, and the foundation and best practices of successful collaborations."



The Benefits

Participants who attend ***"Working In Indian Country"*** leave with a basic understanding of the principles used to build effective and successful working relationships with American Indian Tribes. ***"Working In Indian Country"***™ assists government and business leaders in accelerating trust and relationship building efforts through the use of proven principles, in many cases, articulated by tribal leaders themselves.

The Presentation

"Working In Indian Country" is a dynamic exchange of American Indian communication and trust building principles presented by **Larry Keown**, author and educator. Microsoft PowerPoint® is used to support the numerous principles presented on American Indian history, protocol, government, communication, and relationship and trust building. Video clips of tribal leaders are imbedded into the presentation to emphasize and validate principles. This workshop is interactive and the curriculum contains opportunities for participants to dialogue and discuss practices and principles presented.

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A Few Participant Comments from Past Workshops

"I ... highly recommend this training for anyone working with Indian Tribes. The presentation came from the facilitator's own personal six year experience working with many Tribes regarding the Medicine Wheel in Wyoming. His experience changed him in a way that could be seen in his eyes and heard in his voice. Very moving. I have even more respect for the cultural traditions of our Oregon Tribes and a deeper understanding of how important our relations with them will benefit future generations of all the people in Oregon."



"I want to thank you again for the excellent workshop; I acquired many useful tools I'll be using right away. I appreciate seeing videos of interviews with Indians so we can hear their perspective. Your story is an incredible one and for you to share it with others is truly a great act of compassion. I am honored to hear this story and to learn what it took to plant a healing seed for our relations with Indians."

"Larry, your training was impressive. Your training topics addressed issues I've not seen anywhere else, i.e. gifts, prayers, exchanges, Indian time, how to run a meeting and the reality of doing business in Indian country. Well done!"

"Well informed and knew what he was saying (lived it -- done it) – made a difference."

"The level of participation was impressive, which is a solid indicator that people genuinely want to do what's right. You touched on an issue that was ripe for discussion and handled it in an appropriate way. Great job!"



"Your experience is so real and appropriate. It's right on."

"I had never worked with Natives, nor had hardly met any, and it has helped me immeasurably. My first meetings with tribal folks went nearly exactly as you had written, and I listened carefully, tried hard to never interrupt, showed sympathy and always thanked each Native American for helping to enlighten me about their people and their past. One of the elders who regularly lectured (perhaps not the best word) me about boarding schools and other government atrocities told me a year later - in an open session of his tribal business council - that I was doing a great job. That same month, a ceremony was held for me to honor me for my work, complete with a prayer and song in Arapaho. I believe I have really developed great relationships with a number of Natives in Wyoming and I must give you kudos for helping me out with your great book!"

"The most interesting and motivational two days that I have spent in my 5 years in public office"

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Curriculum

"Working In Indian Country"

May 17, 2018

Registration: 8:00 a.m. – 8:30 a.m.

Workshop: 8:30 a.m. – 4:30 p.m.

- I. Welcome, Orientation, Introduction, Case Study
- II. Business as Usual and Redefining Leadership when Working with American Indian Tribes
- III. History from a Different Perspective: How Certain Historical Events have Shaped Relationship Building Today
- IV. Lunch (Provided)
- V. Communicating in a Culturally Diverse Environment – A Cultural Model and Communication Protocols
- VI. The Platinum Rules to Building Trust and Relationships with American Indian Tribes – Trust and Relationship Building Protocols
- VII. A Taste of Success – Conclusion of the Case Study
- VIII. Summary and Closing

Workshop Location

Pierre Area Chamber of Commerce
800 W Dakota Ave
Pierre, South Dakota 57501

Registration Fee and How to Register

The registration fee for this workshop is \$325.00 per participant and includes a copy of Larry Keown's award winning book "Working In Indian Country," Reference Guide, lunch, refreshment breaks, and other materials. A confirmation letter with detailed information will be sent within 14 days of the workshop.

Go to <http://www.workinginindiancountry.com/registration-and-scheduling/> to register today!

Lodging

Any lodging needs is the responsibility of participants and not included in the registration fee.

Need More Information?

More detailed information about our workshops can be found on the Internet at www.workinginindiancountry.com. Click "Workshops" to view objectives, sample agendas, participant comments, schedules, etc. Or, if you have any questions regarding our Tribal Relations workshops please feel free to contact Larry Keown at 307-751-0540. You can also drop an e-mail to lkeown@ldkassociates.com.

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