

# Rules of the Game—Contract Consulting and Negotiating Skills

Cynthia C. Currie, James T. Currie, Laurie Modrey, and Emily A. Sopensky

*A panel of experts will discuss how negotiating with vendors, business partners, peers, or employees can turn differences to mutual gain. Whether the technical communicators finds professional fulfillment and financial success from permanent or contract employment, as an employee or as a manager, the panel will offer suggestions, rules of thumb, and examples of how to optimize success in the work environment. The perspectives offered will be from the viewpoints of the consultant, the contractor, and the organization. Two papers, "Successful Contract Consulting" and "Negotiating Rules for Technical Communicators" provide background for this panel.*

Emily Sopensky  
Principal  
The Iris Company  
923 E. 39th St  
Austin, TX 78751  
512-452-2448

Laurie Modrey  
Technical Editor  
SEMATECH  
2706 Montopolis Drive  
Austin, TX 78741-6499  
512-356-7177

James T. Currie, Jr.  
Currie and Associates  
94 Hawk Drive  
Bedford, NH 03110  
603-472-3352

Cynthia C. Currie  
Digital Equipment Corporation  
Digital Drive, MK01-2/E12  
Merrimack, NH 03054-9501  
603-884-2305

Emily Sopensky is a communication design consultant with over 22 years of experience working with large multinational firms as well as startups and government agencies. Her degrees in business administration include an MBA from The Wharton School of the University of Pennsylvania.

Laurie Modrey, a technical editor at SEMATECH and former instructor in the Technical Communications degree program at Austin Community College, has over 22 years experience as a writer, editor, instructor, and trainer. She has degrees in English from Columbia University and the University of Wisconsin. She is also the co-author of a college composition text and several professional articles.

Sopensky and Modrey have teamed on several other presentations and papers, including "Survival Skills for Communicators" published in the *Journal of Business and Technical Communication*, January 1995.

James T. Currie, Jr. is a laboratory automation consultant and principal of Currie and Associates, a laboratory automation consulting and training firm in Bedford, New Hampshire. Dr. Currie holds a Ph.D. in analytical chemistry and has over 18 years experience in laboratory automation. He has been a contract consultant to numerous companies and government institutions.

Cynthia C. Currie is an information design consultant and project manager for Digital Equipment Corporation. Ms. Currie frequently acts as both a contract consultant and a manager of same. She has over 12 years experience in technical communication and corporate publishing.