

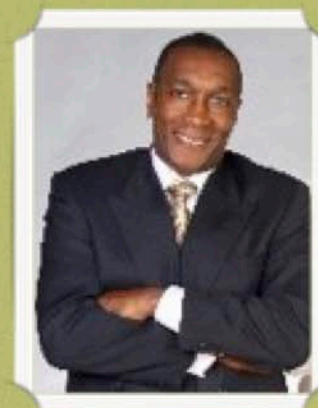


The Art of Negotiation 101

Date: Saturday, October 24th, 2015
Time: 9:00 am–5:00 pm
Location: Douglas College, Room 1808,
700 Royal Ave, New Westminster
Cost: \$200 plus GST
Speaker: Tom Jones
RSVP: Alice Zhou at 604 773-5231,
alice@gracioushost.ca

PERFECT FOR:

- Housewives
- Entrepreneurs
- Sales people
- Procurement officer



Tom Jones
DTM, CMN, MOAM, MPA

“The secret to skillful negotiations is grounded in respect and the act of removing your ego from the process.

LEARN THE ART OF NEGOTIATION IN THIS ONE DAY WORKSHOP

- The Art of Negotiations
- The Process of Negotiations
- How to create win-win positions
- Learn how to get what you want
- How to deal with difficult people
- How to get to a YES!
- When to walk away
- How to close the deal
- Role-Playing Exercises



This one day action-oriented workshop will improve your bargaining power and provide you with a variety of practical strategies and tactics to become a skillful negotiator in any situation. You will learn how to create successful win-win outcomes for both parties to the negotiation and how to get what you want. Includes coffee, tea, light lunch. Money Back Guarantee if you don't walk away from this workshop a more skilled negotiator!