

## **Negotiating**

This course teaches students the basics of negotiations. Students will learn how to identify objectives and variables, establish negotiation requirements, research the other party, determine concessions, formulate a plan for agreement, and determine the logistics of a negotiation. Topics include:

- Establishing your terms of agreement
- Researching the other party
- Preparing for an agreement
- Conducting a negotiation
- Advanced negotiating tactics

Instructors: ExecuTrain

Date: Wednesday, July 27

Location: Central Plaza Training Room– Washington Group Complex

Hours: 7