

# How to Win at the Game of Negotiations

*and Build Relationships Along the Way!*

**Full Day Seminar**

**Thursday, March 18<sup>th</sup>, 8:30 a.m. – 4:30 p.m.**

**Location: Liberty Hall, Kimberly, WI**

## **Northeast Wisconsin ISM Presents Exciting Development Opportunity!**

**LET'S FACE THE FACTS** – supply managers negotiate all the time and with just about everyone: bosses, contractors, suppliers, coworkers, and family members too. Negotiation isn't easy. Just the thought of negotiating for many people creates anxiety and stress and these highly uncomfortable feelings often lead to unsuccessful negotiations and can wreak havoc on long-term relationships.

In this interactive, non-threatening, highly rated, and fun seminar, participants will learn and practice proven negotiation strategies that will help to: push through negotiation anxiety and expand confidence, ask questions assertively, define and set appropriate goals, understand each party's power, persuade others, work through difficult issues, create strategies for closure, and develop a negotiations planner and checklist to help maintain confidence and power in any future negotiation.

*Boost your skills*, increase your confidence and remember—you don't get what you want, you get what you negotiate and this course will help you do it.

### Workshop Benefits

- Get more of what you want in the workplace
- Reduce stress by working with peers, superiors, and subordinates
- Turn difficult conversations into occasions for productive problem solving
- Make better deals and increase bottom line
- Know how to define "value" and use it to create leverage
- Build trust and long-term relationships by creating win-win solutions whenever possible

### At the end of this workshop, participants will:

- Develop insights into negotiation strengths and weaknesses
- Overcome nervousness and negotiation anxiety
- Practice the "Seven Principles of Negotiation Success"
- Ask assertive questions
- Persuade and influence others more easily
- Create strategies for closure

## About the Instructor:

### Meet Peter Khoury, Speaker, Trainer, Coach

Peter Khoury, MBA, Certified NLP Professional Coach, a trainer and a strategic coach with the Ovson Communications Group. A specialist in the fields of communications, leadership and conflict resolution.



Peter uses his diverse knowledge and background in business, systems thinking and coaching to bring out excellence in people during training, mentoring and personal coaching.

Peter worked as a pharmaceutical process engineer before starting his coaching and training career. His process engineering background enables him to approach situations from a system prospective and relate and communicate to people at many levels and backgrounds. He helps clients with management leadership, self-empowerment and strategic skills to achieve their goals.

**Cost: \$ 175 ISM members, \$ 200 non-members**  
**You Can Now Register & Pay on Our Website Using Paypal**  
**Website: [www.new-ism.org](http://www.new-ism.org)**



**Sign Up By Contacting Mary Banes**  
**Phone: (920) 725-5632**  
**Email: [marybanes@sbcglobal.net](mailto:marybanes@sbcglobal.net)**  
**Mail To: ISM Northeast WI, PO Box 2, Neenah, WI 54957**

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**If you have questions about this event contact Don Keeley via e-mail at [don.keeley@thrivent.com](mailto:don.keeley@thrivent.com)**

**Reservation Deadline : Fri. March 12, 2010**