

Big Negotiation Skills for *Small* BusinessesSM

The success of your business ultimately depends upon your ability to negotiate a good deal ... Period!

Don't sell your company short by using inadequate negotiation techniques and strategies that leave you in a losing position!



What you'll learn in this 2-1/2-hour session:

- Why "Splitting the Difference" Short-Changes You
- Negotiating Strategies Successful Negotiators Use
- Dealing Effectively with Various Negotiating Styles
- Spot and Positively Address Critical Points in The Negotiation Process
- How to Get More for You *and* Your Counterpart
- Negotiation Pitfalls Leading to "No Deal"

Apply your learning with a hands-on Mock Negotiation!

Facilitated by Irene Zucker,
Harvard Trained Corporate Negotiation Trainer
Texas Credentialed Advanced Mediator

Where: VerbaCom® North Dallas Facilities
7920 Belt Line Rd, Ste 610, Dallas, TX 75254
When: June 28 (Thursday) 6 pm – 8:30 pm
Registration: \$149 p.p. includes class materials, snacks & drinks



For Information or to Register call VerbaCom® at (972) 386 8372
Limited Seating

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