

Participating Organizations

Adelante (*JP Morgan/Chase*)

Aetna Hispanic Network

Association of Mexican American Professionals

Collin County Hispanic Chamber of Commerce

Dallas Concilio

D/FW Minority Supplier Development Council

D/FW Network of Hispanic Communicators

Fiesta Bi-Lingual Toastmasters

HACEMOS (*AT&T*)

Hispanic Bankers Association

Hispanic Education & Awareness Team (*JC Penney*)

Hisp. Empl. Initiative Forum (*Texas Instruments*)

Hispanic Employees Promoting IBM

Hispanic Organization for
Leadership and Advancement (*Raytheon*)

Hispanic Support Organization (*Verizon*)

GDHCC

Multi Ethnic Chamber of Commerce

Nortel Latino Business Council

National Society of Hispanic MBA's

National Society of
Hispanic Professional Engineers (*SHPE*):
SHPE-DFW

Lockheed Martin Aero Fort Worth SHPE

Small Business Development Center

TEXO The Construction Association

United Community Bank, N.A.

INNOVA Marketing Group

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VerbaCom®
7920 Belt Line Road, Suite 610
Dallas, TX 75254

Keys to Negotiating for Mutual Gain



A HISPANIC CAREER
DEVELOPMENT ROUNDTABLESM
PRESENTATION

Sponsored by:

Raytheon



HOLA
Hispanic Organization for Leadership and Advancement

Saturday, October 24, 2009
9:00 a.m. – 3:30 p.m.

Location:
VerbaCom® Executive Development
7920 Belt Line Road (1st Floor)
Dallas, TX 75254

Day of Seminar: (972) 386-8372

Keys to Negotiating for Mutual Gain

Saturday, October 24, 2009
9:00 a.m. – 3:30 p.m.



Everybody negotiates whether it's buying a car, house, insurance, cutting a business deal, or haggling over a starting salary. Success comes in knowing the dynamics of the process and knowing how to purposefully *re-engineer* it to **create and claim mutual value**. This program, based on the Harvard Program on Negotiation research, shows you how to maximize a mutually beneficial outcome:

- ◆ Get what you want while giving your counterparts what they want!
- ◆ What, how and when you say it, is key in arriving at a solution that works for both you and your counterpart!
- ◆ Learn and experience the value of *working together* to make the pie larger for all parties with **hands-on Case Studies!**

You will learn:

- ◆ The Negotiation Process and by analyzing the dynamics, learn what you can do to arrive at a solution everybody can live with!
- ◆ Sources of power and their impact!
- ◆ How individual differences in negotiating *behavior* and *styles* can affect a negotiation and how to use them to your advantage!
- ◆ Tips on how to deal with tough negotiators!

"This session is packed with useful tips on Negotiating that can be applied both on and off the job!"
Bruce S., Professional Negotiator

Hispanic Career Development Roundtable SM

The Hispanic Career Development Roundtable is comprised of various local and national professional Hispanic organizations. These organizations have combined their resources to plan, implement and make available a series of joint career development seminars for the benefit of all members. The goal of the Roundtable is to serve as an advocate for the advancement of Hispanics in professional and career development. These events are open to the public.

The Presenter



Irene P. Zucker, President of **VerbaCom® Executive Development** (www.verbacom.com), an international training company providing executives with professional skills development in oral communication. Ms. Zucker's experience spans over 15 years as a consultant, personal coach, trainer and author. She is a sought-after presenter for conventions, conferences and in-house corporate training for her unique, dynamic style and quality workshops which have helped thousands advance in their professional development. She has authored various nationally offered courses that include: "Techniques for Effective Presentations & Public Speaking," "Business / Social Etiquette for the Serious Professional" "Perception-Key to Getting Along in the Workplace" and "Impact of Personal Responsibility & Accountability."

Ms. Zucker graduated UT-D (Eco/Fin), with graduate work in Organizational Business Management and Dispute Resolution Program at SMU. She is a practicing Texas Credentialed Advanced Mediator (Civil, Family Law, Small Claims) in Dallas District Courts (since 1997). She attended the Harvard Program on Negotiation for Senior Executives "How to Teach Negotiation in the Corporation", and after extensive research, developed, the 2-day workshop, "Keys to Negotiating for Mutual Gain - A Collaborative Approach," She was nominated Dallas Mediator of the Year in Dallas County (2003) and received U. S. Congressional Recognition for Outstanding Service to the Community.

Sponsored by:

Raytheon



HOLA North Texas Chapters
Hispanic Organization for Leadership and Advancement

Registration

Register Online:

www.verbacom.com/roundtable/regfm.php

OR fax this form to **(972) 386-8378**.

THEN:

(1) Make check **payable to:**

HCDR c/o AMAP

(2) and **mail check to:**

VerbaCom

7920 Belt Line Road, Suite 610

Dallas, TX 75254

To Guarantee Registration:

Check must be received **48** hours before event, **or** call 972-386-8372 and guarantee seat with a credit card, while bringing your check to the event. Payment must be received on or before day of event.

Enclosed is my (our) check # _____ in the amount of \$ _____ (\$25 per participant), to cover registration, course materials, and lunch for _____ participant(s).

Name _____

Please add me (us) to your contact list

Title _____

Organization _____

Address _____

Telephone _____

E-mail _____

For further information contact:

Irene Zucker (VerbaCom®)..... (972) 386-8372

Olga Vargas (Raytheon) (972) 952-3302

Tomas Soto (AT&T) (214) 689-7688

Website (with map and directions):

www.verbacom.com/roundtable

Register Today!

by FAX or Register Online