Successful Negotiation Skills

Find out how you can:

- Create a climate for favorable results
- Recognize your own hot buttons
- Overcome common obstacles to an agreement
- Practice detachment when you are deeply involved
- Bring others to their senses without bringing them to their knees
- Reach satisfying agreements for both parties
- Reach constructive agreements efficiently
- Improve relationships through amicable negotiations

Who Should Attend

Anyone who deals with people and problem-solving:

- Small business owners
- Supervisors
- Managers
- Project managers
- Team leaders
- Committee chairs

Create positive outcomes from differing points of view through principled negotiation strategies.
Successful Negotiation Skills

Do you negotiate...

- Project deadlines
- Work assignments
- Equipment purchases
- Budget allocations

After attending this workshop, you will be able to:

- Be hard on the problem, while being soft on the people
- Get at the interests behind positions
- Explore options for mutual gain
- Avoid common mistakes people make when negotiating

Available at Your Site

Customized, in-house presentations of these seminars are available. Call (920) 496-2117 to discuss potential professional development and leadership options. Additional topics are available. Content will be tailored to meet your needs.

Instructor: Cheryl Stinski

Cheryl is a mediator, trainer, coach, and author who has been passionate about conflict resolution for the past 20 years. She has practiced exclusively in the field since 1993, first as director of a community mediation center and then establishing a private practice in 1995. In addition to degrees in human services and communication, Cheryl has logged more than 1000 hours in mediation and conflict resolution training and has earned several certificates. She has been extensively involved with the Wisconsin Association of Mediators, chairing the Communication and Public Education Committee, co-coordinating the annual Peer Mediation Institute and co-authoring WAM’s Model for Basic Mediator Training and Guide to Selecting a Mediator.

Cheryl has received national recognition for her “Collaborative Community/School Conflict Resolution Model Program” and was the recipient of WAM’s 2001 President’s Award for outstanding service. Cheryl has trained thousands of professional, volunteer and student mediators throughout the country and has been an adjunct faculty for Aurora University teaching mediation and conflict resolution.

Seminar Site
Advance Business & Manufacturing Center
2701 Larsen Road, Green Bay

Seminar Meeting Date & Time
January 29 and 30, 2013, 8:30 a.m. - 3:30 p.m.

Confirmation
Prior to the seminar, you will receive a letter with directions to the seminar site.

Seminar Fee
$425/person/seminar. Fee includes instruction, materials, lunch and refreshment breaks. Make checks payable to UW-Green Bay.

Group Fee
$375 per person for three or more participants from the same firm. Registrations must be received together to qualify for discounts.

Accommodations
If you need an accommodation for a disability to fully participate in this program, please call 920-496-2114 prior to the program.

Cancellation/Refund
To receive a full refund, you must cancel no later than seven (7) business days prior to the start of the program. Cancellations after this time will be responsible for the full program fee.

Substitutes are welcome. Walk-ins are welcome — please call 24 hours in advance to ensure space availability. If you wish to transfer your registration to another seminar, a $50 transfer fee is applied.

Registration Form
Detach form and mail with payment to:
SBDC
2701 Larsen Road
Green Bay, WI 54303

Name: _____________________________
Job Title: _____________________________
Company Name: _____________________________
Address: _____________________________
City/State/Zip: _____________________________
Work Phone: _____________________________ Home Phone: _____________________________
Fax: _____________________________ E-mail: _____________________________

☐ Successful Negotiation Skills (January 29 and 30, 2013) $425
☐ Three or More People from Same Organization

Number of people: ____ x $375 ea. = $________

Name(s) of Participant(s)______________________________
________________________________________________________
________________________________________________________

☐ Check or purchase order enclosed PO# (Payable to UWGB)
☐ VISA ☐ MasterCard

Credit card number: _____________________________
Card expires: _____________________________ CVV Number: _____________________________
Print cardholder’s name: _____________________________
Cardholder’s signature: _____________________________

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