

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

You negotiate daily -
master the process!

The SBDC is part of UWGB Division of Outreach and Adult Access. We are partners in education with the University of Wisconsin-Extension and the US Small Business Administration. The Small Business Development Center (SBDC) is partially funded by the US Small Business Administration. The support given by the US Small Business Administration does not constitute an expressed or implied endorsement of the opinions, products or services of the Center. AA/EDE Reasonable accommodations for persons with disabilities will be made if requested.



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Small Business Development Center 2471
University of Wisconsin-Green Bay
2701 Larsen Rd.
Green Bay, WI 54303

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Supervisory Leadership Certificate Program

Successful Negotiation Skills

You negotiate daily – master the process!

March 17 and 18, 2010

8:30 a.m. - 3:30 p.m.

Business Assistance Center

Green Bay, WI



UNIVERSITY of WISCONSIN-GREEN BAY
Small Business Development Center
Connecting learning to life



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
- Satisfy relationships through joint problem solving
- Apply key skills in relationship building, communication, listening, problem solving, closing and developing options
- 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

Business Assistance Center
2701 Larsen Road, Green Bay

Seminar Meeting Date & Time

March 17 and 18, 2010, 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 920/496-2117 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.



Personal Information

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 **\$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: _____

Print cardholder's name: _____

Cardholder's signature: _____

Payment Information

Phone: 920-496-9010

Web: www.uwgb.edu/sbdc

E-mail: tromblec@uwgb.edu

Fax: 920-496-6009

Mail: SBDC
2701 Larsen Rd.
Green Bay, WI 54303

Contact Us