

Platinum Negotiations

For registration information contact Winnie Chan, Senior Conference & Training Coordinator of The MEARIE Group, at 905-265-5332, email wchan@mearie.ca

Course Summary:

Tim Paulsen, Facilitator

If you want to be successful, you need to negotiate. This two-day program on Platinum Negotiations™ is designed to deliver the most important points of negotiations and communication skills to help obtain the best results and to negotiate with confidence in any situation – those you can plan for, and those where time is limited.

What Will be Learned:

- Defining Negotiating
- Benefits of focusing on interests, not positions
- Increase your leverage in any situation
- How to get your opponent to tell you what they want
- Handle questionable tactics from opponent
- Strategies of the best negotiators of the world
- When not to negotiate
- The myth of win-win
- The five approaches to negotiations
- The key to changing someone's mind
- Trends in negotiation
- Develop a profile of your opponent
- The three characteristics of a master negotiator
- Responding to an unreasonable position
- What to say when your opponent says "no deal"
- The law of four interest
- How to develop high-yield questions
- ... and more

Who should attend?

Managers, Sales, Department Leads, Administrative Assistants, those identified as being future potential industry managers, collections teams

Date(s):	May 5, 6	Cost:	\$750.00 + GST
		Includes materials, lunch and breaks	

Course Length:	2 days	Location:	The MEARIE Group
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Accommodation	Accommodation (see pg. 6) is the responsibility of employer. Lunch will be provided by Training Agency.
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