



Michael Geraghty

# Power Secrets of Master Negotiators (MGT 425) **NEW!**

Friday, Jan. 22, 2016  
8:00am-2:00pm

## Registration

**MCA Construction Education Institute®, Burr Ridge**

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Confirmation will be sent prior to class date.

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Negotiation is the “art of friendly persuasion.” It is “the ability to sell yourself and your ideas.” Study after study reveals that negotiation is one of the top three skills in life and on the job. Great negotiators become key contributors to any company or organization. Great negotiators know exactly what they want and exactly how to get it. Their communication during negotiations is crisp, clear and concise. When difficulties arise during negotiations, they have the ability to make the necessary adjustments to achieve winning solutions. In this seminar, you will gain a great understanding of the psychology of negotiation and develop powerful skills to ensure your success.

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

