

TOTALLY LEGAL NEGOTIATING TECHNIQUES WITH CRIMINALLY GOOD RESULTS

Instructed by Damien Zumbrennen



3 CE Credits

Stay out of trouble when negotiating!

Constructive/Integrative Negotiation Techniques
BANTA - Best Alternative to a Negotiated Agreement
Understanding the Other Side
Determining and Communicating Your Role
Techniques to Overcome Negotiating Problems
CREC Complaint Process
Litigation

THURSDAY SEPTEMBER 12TH

\$52

1 PM - 4PM

REGISTER IN NAVICA

THE SALIDA SCOUT HUT

INSTALLATION IMMEDIATELY FOLLOWING