

# Corporate Training SOLUTIONS

Train your people. Transform your company.

## Supervisors' Connection

### Negotiation Skills

#### October Supervisors' Connection

##### Summary

Very few people are born negotiators. In this class, we will learn how to achieve positive outcomes using planning and conversational techniques. The curriculum will be a combination of discussion, activities, entertaining video clips and (most importantly) active participation. We will start with the basic components of successful negotiation, the need for preparation and how best to separate the "people from the problem". We will then learn to focus on interests, not positions. With these newfound skills, we will practice how best to arrive at win-win solutions and to master the use of objective criteria as an effective negotiating tool. Lastly, we will discuss how to negotiate when your counterparty "does not want to play" or prefers to rely on dirty tricks.

##### Workshop Takeaways

- ✓ Prepare for successful negotiation
- ✓ Develop a strategy for your negotiation
- ✓ Apply specific negotiating techniques to obtain a successful outcome.

**Date:** Wednesday, October 17<sup>th</sup>, 2018  
**Time:** 8:00am – 10:00am  
**Cost:** \$49.00  
**Place:** NSCC -- CTS, One Ferncroft Rd., DS106, Danvers, MA 01923

**Facilitator:** Kenneth Segal has more than 25 years of experience in capital markets, credit, investment banking, portfolio acquisitions, trading, structured finance, equipment finance, and lending. He has advised banks, private equity firms, corporations and finance companies, completing over 150 assignments with an aggregate deal value of \$20 billion. Ken earned his Bachelor's Degree from Bowdoin College and his M.B.A. from the University of Chicago Graduate School of Business. Ken has been quoted in *The Wall Street Journal*, *American Banker*, and *SNL Financial*. He has also appeared on *Fox Business Network* and *CBS Radio*. Mr. Segal enjoys applying his extensive deal experience, client interactions and "war stories" to his consultative, advisory and academic pursuits.

**Please Register by October 11<sup>th</sup>, 2018**

Call: (978) 236-1240 or Fax: (978) 236-1220 or Email: [sryan@northshore.edu](mailto:sryan@northshore.edu)

Please complete all questions on this registration form and fax to: NSCC (978) 236-1220 or mail payment and form to: Ms. Susan Ryan, North Shore Community College, One Ferncroft Rd., Danvers, MA 01923.

**Date of Birth:** Month \_\_\_\_\_ Day \_\_\_\_\_ Year \_\_\_\_\_ (Must Include Birth Date to Register) **Gender:** Male Female  
**Last Name** \_\_\_\_\_ **First Name** \_\_\_\_\_ **Middle Initial** \_\_\_\_\_  
**Street Address** \_\_\_\_\_ **City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_  
**Home Telephone** ( ) \_\_\_\_\_ **E-mail Address** \_\_\_\_\_  
**Business** \_\_\_\_\_ **Business Telephone** ( ) \_\_\_\_\_ **Ext.** \_\_\_\_\_

Course Code	Sec.	CRN#	Course Title	Date	Time	Cost
xxx	xxx	xxx	Negotiation Skills	10/17/2018	8am – 10am	\$49.00

Payment *MUST* accompany registration form. Please make check payable to: North Shore Community College.  
*MasterCard, Discover or Visa accepted. (circle one)*

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