

Training Workshops at



Negotiation Skills

Tuesday, Nov. 30, 2010
8:30 a.m. to 4:30 p.m.
(lunch included)

KABA Training Room
600 52nd Street, Suite 120

Member: \$275 (KABA or MRA)
Non-Member: \$370

All agreements and decisions—with salespeople, buyers, employees, or coworkers—are negotiations. In this program, participants examine the strategies, tactics, and techniques that skilled negotiators use to reach mutually satisfying outcomes. Using in-class simulations, participants learn how to identify the needs and underlying interests of both parties and plan approaches for communicating their side with confidence. Skillful negotiating allows all parties to achieve their goals with productive positive interactions.

Please complete the form below and fax to KABA at 262.605.1111 or register online at www.kaba.org

Yes! I will attend the workshop, "Negotiation Skills"

Participant Name: _____ Company: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Alternate Contact: _____ Phone: _____

Send invoice to: _____ Fax: _____

Cancellation Policy: Cancellations, in writing, are accepted until 5 p.m. five business days prior to the program. Cancellations made with less than five days notice and "no-shows" will be invoiced for the total registration fee. Substitutions are accepted at any time. KABA will confirm your registration at least two days before the program or course will be held. If you do not receive confirmation by that time, please contact us to ensure that your registration was received.

For more information on this workshop or any other training needs, please contact:
Diana Ide-Gonzalez, 262.605.1100 or dide-gonzalez@kaba.org