

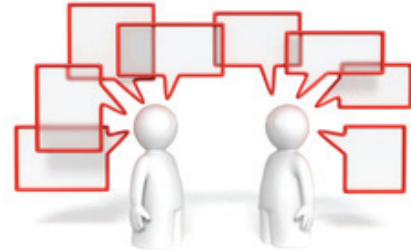
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Master Negotiation Skills

October 15, 2009 | 12:00pm - 1:30pm EST (9am PST)

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AGENDA

- 12:00-12:05** **Presenter Introduction and Agenda Overview**
- 12:05-12:20** **Module 1: The Negotiation Process**
- Types of Negotiation
 - Critical Variables in the Negotiation Process
 - Research on Negotiation Style
- 12:20-12:25** **Question & Answer Period**
- 12:25-12:55** **Module 2: Differences When Negotiating During a Recession**
- Using Comparisons
 - Risk Taking
 - Economic Stagnation
 - Bargaining Over Price
 - Setting Precedents
- 12:55-1:05** **Question & Answer Period**
- 1:05-1:25** **Module 3: How Master Negotiators Negotiate During a Recession**
- Case study: Using the Master Negotiator's Preparation Form
- 1:25-1:30** **Question & Answer Period / Conclusion**

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