

Training

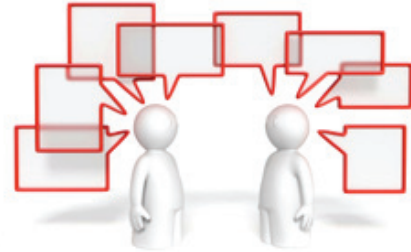
- [Overview](#)
- [My Training](#)
- [Seminars & Conferences](#)
- [Webinars](#)
 - ▶ [Session Calendar](#)
 - [Session List](#)
 - [Meet our Presenters](#)
 - [Archived Webinars](#)
- [Self-Study Education](#)
- [Product Resources](#)
- [Request for Training](#)

Webinars

[Back to Webinars](#)



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



[OVERVIEW](#) | [AGENDA](#) | [SPEAKER](#) | [EXPRESS YOUR INTEREST](#)

SPEAKER



Dr. Brad McRae

Dr. Brad McRae, CSP is Director of the Atlantic Leadership Development Institute and the author of *Negotiating and Influencing Skills: The Art of Creating and Claiming Value* and *The Seven Strategies of Master Negotiators: Featuring Real-Life Insights from Canada's Top Negotiators*. He was trained in negotiation at the Harvard Program on Negotiation and has taught negotiating and influencing skills across Canada and the US and in Australia, the Caribbean, Mexico, Africa and the UK. He is also the publisher and editor of *The Negotiation Newsletter*.

[Top](#)