

Brock University

Niagara Region 500 Glenridge Ave. St. Catharines, ON L2S 3A1 Canada

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Centre for Innovation, Management and Enterprise Education presents:

Practical Negotiation Skills

Negotiation is not just a process reserved for skilled diplomats, the top salesperson or the employment lawyer. It's something we all do, often several times a day. Wellhoned negotiation skills are a valuable asset for everyone in today's complex world, whether it be family, colleague or business negotiations. In this highly interactive and hands-on workshop, we explore practical strategies and skills for real-life negotiation scenarios and consider how communication styles affect successful negotiation outcomes. We will discuss the different types of negotiation and how you can develop good negotiation skills for your personal and work lives. Most importantly, this course will increase both your confidence and the effectiveness of your negotiations by giving you a "tool box" of practical negotiating strategies to use in all aspects of your life.

Tues. Oct. 15, 2013, 9 a.m.- 4 p.m.
Chamber Education Centre, 1 St. Paul St., St. Catharines
\$299 plus HST (lunch included)

Instructor: Janice Locke

Janice Locke, CPA, CA is a senior executive, entrepreneur and educator who has held the positions of CEO, COO and CFO for a variety of companies ranging from \$40 to \$225 million in North America and Europe. She is the recipient of both the Women of Influence and Women of Distinction Award for Business Leadership and Community Involvement. In addition to teaching at McMaster University and the Rotman School of Business, Janice partners with private and not-for profit organizations in all aspects of business leadership and success.

To register for any seminar, please call the Greater Niagara Chamber of Commerce Office: 905 684-2361 OR e-mail admin@gncc.ca.