



2 Day Seminar NEGOTIATING MASTERFULLY

January 18-19, 2007

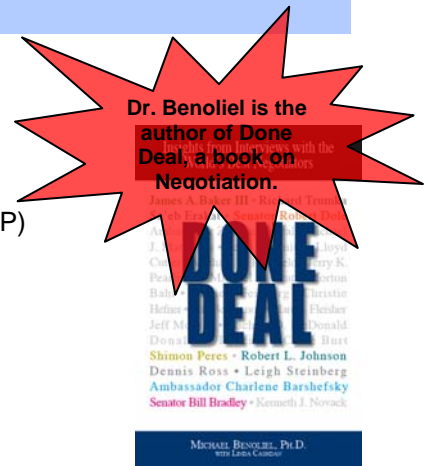
Palm Garden Hotel, Thousand Oaks, CA
Only \$395

Enhance Your Negotiating Skills by Applying the Strategies of World Class Master Negotiators

Your professional success is largely dependent on your ability to influence others and reach efficient agreements with various internal and external stakeholders. Reaching efficient and effective agreements is challenging since the stakeholders do not have the same interests, perceptions, attitudes, or values. Based on extensive research on the best practices of some of the world's best negotiators, the focus in this one day interactive workshop is on developing powerful practical negotiation skills that will improve your performance.

A Highly Interactive Workshop Where Attendees Will:

- Explore the core competencies of world class Master Negotiators
- Learn how to create mutual value for mutual gains
- Focus on interests and not positions
- Identify your negotiation style, using the Master Negotiation Profile (MNP)
- Understand the strategic context of negotiation
- Recognize and manage negotiating dilemmas
- Identify the "weapons" of influence and how to use them effectively
- Identify psychological traps and learn how to avoid them
- Understand the multiple intelligences Master Negotiators use
- Participate in one-on-one, multiparty, and team negotiations



This workshop is designed for project managers who want to understand the complexity of the negotiation process and develop effective negotiation skills.

What You Will Get:

- **Master Negotiator Profile (MNP) – identify your negotiating style**
- **The book, Done Deal**
- **A detailed Participant's Guide**
- **14 PDUs**

Time:

- 8:30 am – 4:30 pm
- A Continental Breakfast and Lunch will be served

Fees and Registration:

- Online registration and payment accepted through PMI Los Padres' secure website at:
- https://www.sporg.com/registration?org_id=28408
- **Only \$395 for 2 Days!**

About the Instructor

Dr. Michael Benoiel is the Director of the Center for Negotiation located in Potomac, MD and a Senior Consultant with The Negotiation Academy – Europe. In his more than 20-year career as a management consultant and corporate trainer, he has provided services in Effective Negotiation, Strategic Planning, and Transformational Leadership in the U.S., Asia, and Africa.

Dr. Benoiel is a certified trainer in Herrmann Brain Dominance Instrument (HBDI) and the author of the book titled *Done Deal: Insights from Interviews with the World's Best Negotiators* (Platinum Press, 2005) which was selected by *The Chicago Tribune* as one of 2005 best business books.

Dr. Benoiel is an international speaker and has 15 years of experience teaching Conflict Resolution and Effective Negotiation in the MBA Program at The Johns Hopkins University, and in the Executive Program at the University of Maryland. His students nominated him several times to the Best Teacher Award.





TESTIMONIALS

"Dr. Benoliel was OUTSTANDING. The reception and feedback from our Project management Institute membership was record-breaking. I highly recommend his seminar. His insights and techniques are practical and applicable immediately to any situation, in any industry. I highly recommend him."

Susan Thomas, Vice President Programs, Project Management Institute, Southwest, Ohio

"Dr. Benoliel is one of the best instructors I have had the pleasure to oversee. As a master professor, he is dynamic, a skilled group leader, and a superb discussion facilitator. Not only is his delivery and mastery of the material excellent, he also has sensitivity to the needs and interests of adult students."

Cathy Trower, Senior Director, Johns Hopkins University

The members of the District of Columbia Chamber of Commerce found the seminar, "Strategies of Master Negotiators," informative, interactive and motivating. Executives and decision makers at all levels benefited from Dr. Benoliel's extensive research and instructional guidance on the key points of how to negotiate and the seminar exercise dramatically illustrated those points.

Senior Staff, DC Chamber of Commerce

"The Advanced Negotiation Strategies workshop lead by Dr. Benoliel was very informative and the best negotiation workshop I attended so far."

Addie Narazlie, Area Manager, Petronas Polyethylene