

Negotiation Seminar

EPSMG affiliate members are invited

**Thursday, December 5, 2002
9:00 AM to 5:00 PM**

Location: Friendship Hall, 4200 Ammendale Road, Beltsville, MD (1/3 mile off I 95 at MD 212 east, first exit above I 495 going north on I 95). Off of I-95 proceed to first traffic light (Gun Powder Rd) turn left proceed 1/4 mile to first light (Ammendale Rd) turn right. Church and Friendship Hall will be on your left.

Speaker: Robert Menard, C.P.M ~CPP

Seminar Topics: Defining the Concepts of Win-Win

Capitalizing on the Importance of High Initial Demands (HID)

Deploying Concession Behavior to Our Advantage

Mastering Communication Skills

Dealing With Personality Types

Selecting, Exploiting and Countering Negotiation Tactics

Fee: \$150.00. If you register before November 27, 2002 the fee is \$125.00

Questions: Contact Don Johnson (301) 902-3611 or donald.johnson@perkinelmer.com

To pay by credit card please contact Judy Grow 888 371-6276 or napmmd@yahoo.com