



Negotiation Skills for Supervisors and Team Leaders

What do you need to negotiate? EVERYTHING! Resources, schedules, budgets, requirements, contracts...you name it! And how important is communication? Recent industry studies revealed that over one-third of execution failures in terms of schedule and/or budget are in some way a result of a communication breakdown!

This workshop will provide the tools and techniques needed to effectively negotiate resources and other issues when needed. Learn to effectively communicate with stakeholders to magnify and enhance your operational and execution effectiveness.

Attendees will come away with up-to-date methodologies that will enable them to navigate complex problems and issues through the use of creative communication strategies and an understanding of behaviors extending from various types of personalities.