

THE NUTS AND BOLTS OF NEGOTIATIONS



**Thursday,
April 19, 2018**
4:00-6:00pm



Balfour Beatty Training Room

10620 Trenea Street, Suite 300,
San Diego, CA 92131

Keynote Speaker: Jenni Prisk

Jenni Prisk is a dynamic and internationally acclaimed speaker and trainer. She has provided training for Fortune 500 companies such as Microsoft, Oracle, Sony, and she has worked with many of the top construction companies.

SPONSORED BY:

FINCH • THORNTON • BAIRD ^{LLP}
ATTORNEYS AT LAW

This seminar will help to fill your toolbox with a variety of negotiating skills, including:

- What is negotiation and why do we need it?
- How women negotiate differently from men.
- Steps to effectively handle a negotiation.
- How to handle different personalities in a negotiation.
- How to respond at the close of a negotiation.
- How to hold your ground and know where to compromise.
- How to maintain good body language and confidence.

REGISTER AT:

<https://www.eventbrite.com/e/the-nuts-bolts-of-negotiation-wcc-leadership-series-tickets-44458590842>