



FCBE

EXECUTIVE TRAINING WORKSHOP SERIES

NEGOTIATION

PROGRAM DESCRIPTION

This combination lecture/working seminar will provide participants with a basic understanding of what negotiating is (hint: it's different from bartering or haggling) and how to be better at it.

Discussions will cover the different types of negotiating and the elements of each, the terminology used, key parts of the process, along with helpful tactics and strategies that can be used when engaged in negotiation. Practice sessions designed to simulate actual negotiations will give attendees first-hand experience with different techniques and tactics in negotiating.

EVENT DETAILS

Thursday, Nov. 21 | 1-4 PM
FIT Fishbowl | Rooms 203/205

WORKSHOP FACILITOR

Dr. John Cicala
Assistant Professor of Teaching | Dept. of MGMT

REGISTRATION REQUIRED ▶

*Scan & select *Executive Training*
\$450 | 4-hour session



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