



**Thursday
October 26, 2017**

8:00 - 8:30 a.m.
Registration &
Continental Breakfast
8:30 - 10:30 am
Seminar

Location:

Long Beach Marriott
4700 Airport Plaza Drive
Long Beach, CA 90815

Cost:

Register by 5pm - Friday, Oct. 20
\$70/person CMAA Members
\$140/person Non-Members
Register after Oct. 20
\$85/person CMAA Members
\$170/person Non-Members

Includes:

- Complimentary parking
- Breakfast

RSVP online:
www.cmaasc.org

*Registrants will receive the
handout/training materials in
advance of the seminar via email*

KEYS of NEGOTIATION

Sharpen Your Soft Skills

There is no doubt that one of the most initial keys to achieve a successful business is ability to express our wills and understanding the others' wills effectively. This is not possible unless we make ourselves capable to negotiate efficiently. Negotiating is a trading game. There is only one way to play the game; that is to trade what we want from somebody else for what they want from us. This session will address the definition of the negotiation with emphasis on the "Principled Negotiation" or "Interest Based Negotiation".

The workshop can be useful for anybody who is involved in the negotiation processes and interacts with clients and other project team members. More specifically, it could be helpful for junior project team members, and emerging leaders or project managers.

Seminar Instructor

Amin Salari, CCM, PMP, *LEED AP*
Principal / Project Director
ARCADIS

Registration Form

October 26

Negotiation

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY, STATE, ZIP _____

() _____

TELEPHONE _____

E-MAIL ADDRESS _____

CMAA Member \$70/\$85 Non-Member \$140/\$170

Check Enclosed AMEX MasterCard Visa

Amount to Charge \$ _____

Card Number _____

Name on Card _____

Exp. Date _____ / _____ Security Code: _____

Please make checks payable to: CMAA S. Ca. Chapter
Mail to: PO Box 41202, Long Beach, CA 90853

To Register Register on-line: www.cmaasc.org

Registration Policy

- ✓ Payment must accompany registration.
- ✓ The Chapter does not invoice.

Mail CMAA S. Ca. Chapter
PO Box 41202, Long Beach, CA 90853

- ✓ Cancellations must be made IN WRITING - via email - 48 hours prior to each event.
- ✓ No-shows and cancellations made after this deadline will not be refunded.
- ✓ Registration is non-transferable to another event, please send a substitute if you are unable to attend.

Questions: 562-434-8409 or sccmaa@cmaasc.org