



## KEYS OF NEGOTIATION - SHARPEN YOUR SOFT SKILLS

**November 8, 2018**

There is no doubt that one of the most initial keys to achieve a successful business is the ability to express our wills and understanding the wills of other effectively. This is not possible unless we make ourselves capable to negotiate effectively. 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 anyone 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  
Kitchell**

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

**8:00 a.m. - 8:30 a.m. Registration,  
Continental Breakfast & Networking**

**8:30 a.m. - 11:00 a.m. Seminar**

**Register Now**



Register by November 1 - \$70/person CMAA Members - \$140/person Non-Members

Register After November 1 - \$85/person CMAA Members - \$170/person Non-Members

*Registration Policy: Payment must accompany registration, The Chapter does not invoice. Cancellations must be made in writing 48 hours prior to event: [sccmaa@cmaasc.org](mailto:sccmaa@cmaasc.org). 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.*

**Sponsorships Available!**

**Email Sara Mockus at [sccmaa@cmaasc.org](mailto:sccmaa@cmaasc.org)**

