



Starts this Thursday!

**Special 5-Part Series**

## *The Aspects of Negotiation*

- ❄ Take as many as you wish!
- ❄ Take all 5 for 20% Discount

Negotiation is a skill we all use on a daily basis - why not learn to do it well?

The 60-minute audio conferences will help you prepare for contract negotiations, manage your department or organization more successfully, improve communication skills, problem-solving and consensus-building.

### **Key Benefits**

- ❄ Improve your ability to execute personal and organizational plans
- ❄ Recognize the process of negotiation in everyday discussions
- ❄ Learn to make negotiations collaborative, not confrontational

### **Instructor:**

Dr. Paul Guise brings an interesting background to the presentation of these sessions. His formal education degrees (BMus, Mmus, MBA and PhD) combined with experience as a cultural consultant, sessional university teaching, and small business ownership provides a broad interdisciplinary perspective.

**Sessions on Nov. 20, Dec 11, Feb 5, Mar 5, and Apr 9**

**Full description and registration at**

**[www.educationinstitute.ca](http://www.educationinstitute.ca)**