



EASC Workshop Registration Form

Mail: 104 Corporate Blvd., Suite 408 W. Columbia SC 29169 • **Phone:** 803.783.0368 • **Fax:** 803.783.3216
• **E-mail:** info@eascinc.com

NEGOTIATING SKILLS – THE BASICS

Dates: January 31, 2017 and July 19, 2017

Fee: EASC members - \$195.00 per person • Non-members - \$235.00 per person

Target Audience: *Managers, HR Professionals and Supervisors.*

CLASS OVERVIEW: Negotiation is a dilemma/conflict. Almost any conversation you find yourself in, is in some way, a negotiation. Everyone has experienced ‘bargaining’ when purchasing automobiles, houses, appliances, and even where to go for dinner. This class offers insights into dealing with people while negotiating, leveraging positions with peers, supervisors, direct reports, and employees. From complex issues to the simple, learn tactics, fairness, risk avoidances and many useful means to accomplish agreement when both sides are attempting to get what ‘they’ want.

After completing, fax to: 803.783.3216

COMPANY: _____

MAILING ADDRESS: _____ CITY, STATE, ZIP: _____

PHONE: _____ E-mail: _____

NAME _____ NAME _____

PAYMENT INFORMATION OUR FEDERAL ID: 57-0845061

CK. ENCLOSED: \$ _____ BILL COMPANY: _____ PO # _____ CHARGE: VISA _____ MC _____

CARD# _____ - _____ - _____ - _____ Ex.Date: ____ / ____

V CODE _____ Print Name: _____

This course is available as an in-house program conducted on your site. An in-house program gives you the ability to customize and combine any of our courses to fit your needs. The end result is training that is strictly tailored to meet your requirements.