



Course Location:
AGC San Diego Training Center

6212 Ferris Square
San Diego, CA 92121
858-558-7444 | 858-731-8155 (Education Department)
www.agcsd.org

Contact: Becca Schaffer Education Marketing Manager - bschaffer@agcsd.org

Negotiate Like a Pro **One Full-day session**

Great negotiators have shaped the construction environment for centuries. What have they known and what do they do to get what they want and need out of every negotiation? This workshop for construction professionals compiles the best of the best negotiating strategies and tactics and presents them in a fun, dynamic, fast-paced setting. Participants are sure to leave with a better grasp on what it takes to be a better negotiator at every level. Every hands-on exercise is a construction industry scenario.

Learning Objectives / Outcomes

Upon completion participants will:

- know what it means to prepare appropriately for any negotiation
- be bold and comfortable setting expectations for every negotiation
- know strategies and tactics that will give them advantage in any negotiation
- know when they are giving too much away and not getting enough in return
- have practiced their skills in a competitive setting

Target Audience:

- Anyone who negotiates anything
- Sr level Department Heads
- Project Executives
- Estimators
- Business Development Reps
- Project Managers
- Superintendents

Presenters: Paul Stout - Power Summit

Date: March 21, 2018

Time: 8:00am - 4:00 pm

Course Tuition: AGC Members \$225 | Non Members \$325

Registration: Online Registration Must be completed **WWW.AGCSD.ORG**

Cancellations and/or Changes Policy: Cancellation notification must be received in writing no later than three business days prior to the scheduled course date. Substitute registrants can be named at any time. A full refund - minus a 5% processing fee if paid by credit card - will be given if notification is received by AGC San Diego three business days prior to the course start date. If a cancellation is received within the three business day time frame, or if registrant(s) elects not to attend, attendee will forfeit the entire course fee. Those participants using AGC Journeyman Trust funds must adhere to the cancellation policy. If a late cancellation or NO SHOW occurs the participating COMPANY and not the AGC Apprenticeship Trust is liable for the tuition.

Payment: Payment can be made online by credit card or PayPal. Master Card, Visa, Discover and American Express are accepted. Checks to be made payable to AGC San Diego. Invoice option is only available for AGC San Diego Chapter members. Full course payment must accompany each registration for all attendees at least seven days prior to the course start date. Contact Inna Alizade in Accounting for payment confirmations, refunds or receipts. inna@agcsd.org