

QUEST SERIES

QNET presents:

Negotiation Skills: Hacks & Facts

Wednesday, September 20, 2017 – 11:30 a.m. to 1:30 p.m. – Luncheon Presentation

Location: QNET - Suite 660, 175 Hargrave Street, Winnipeg

Negotiation has traditionally been viewed as a combative process using a win-lose approach. Most people think it is only for big ticket items; mergers, real estate or car purchases. But you can negotiate anything at any time from your work hours and deadlines to a new lease or a carpool.

In this session, learn strategies and tips to help you confidently and successfully negotiate outcomes in your life personally and professionally. In this world of disruption; negotiation skills are a must!

Learning objectives:

- Explore the benefit of a win-win approach
- Learn key strategies for preparing for negotiation and confidently asking for what you want
- Consider tips for managing the process to meet your own goals, create value for the other party and maintain effective relationships

Presenter:

Pat Hirst, B. Comm, CAE, CCR, began her career in sales and marketing in the transportation sector. She then became a workplace mediator. She has taught negotiation with the University of Winnipeg and many organizations throughout Canada. She is a conference speaker and author and has been featured on CJOB and CBC.

Fee: (includes a light lunch)

- \$39.00 + GST for Members of QNET, APICS Winnipeg and IPL Manitoba Chapter
- \$49.00 + GST for Non-Members

This session is presented by QNET in partnership with APICS Winnipeg Chapter, The Institute for Performance and Learning – Manitoba Chapter, and Manitoba Education and Training.

REGISTER ONLINE at www.qnet.ca



QNET
Suite 660,
175 Hargrave St
Winnipeg, MB
R3C 3R8
Ph: (204) 949-4999
Fax: (204) 949-4990
mail@qnet.ca
www.qnet.ca