



Collaborative Negotiations

February 16-18, 2012

Thursday, 5pm-9pm

Friday & Saturday, 8:30 a.m. to 5:30 p.m.

in Olympia, WA

\$315 general/ \$155 for DRC Volunteers

Presented by Oriana Noël Lewis and Michael Fraidenburg

- *Are you interested in respectful, mutually-beneficial decision-making?*
- *Do you want to minimize the risks and expense of litigation?*
- *Do you want more skills to create win-win solutions?*

You can get what you want by competing for it with others – at least once! You can get what you want by taking it from others – at least once! Or, you can get what you want again and again by creating negotiations where everyone feels they have gained something of value. This 20-hour fun and highly interactive training provides participants a foundation in the concepts, processes, and skills in collaborative negotiations. Like any good investment, this training will give you direct, 'hands-on' experience building negotiations that will work for you in the present and set the stage for healthier collaborations in the future. It is an excellent opportunity to learn new skills and strategies as well as refresh and deepen your current abilities. Learn how to use this powerful, common-sense tool to advance your goals and preserve valuable relationships you will need in the future.

COLLABORATIVE NEGOTIATIONS TRAINING REGISTRATION

Please call to see if there is still space available if registering less than 2 week prior to the training.

Name _____ Work Phone _____

(as you'd like it on your certificate and nametag)

Address _____ Home Phone _____

E-mail _____

My check for _____ is enclosed. Make check payable to Thurston County DRC.

Please charge _____ to my VISA or MasterCard. Card Number: _____

Expiration Date: _____ For credit card payments please include the billing address for the credit card (if different than above): _____

Please send your registration to the DRC at the address below, Attn. Training Department. Written confirmation and directions to the training site will be sent to you one week before the training session begins. We look forward to seeing you there! Questions? Feel free to call us at the number below or email onlewis@mediatethurston.org.

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