



Presents....

NEGOTIATION SKILLS FOR THE CONSTRUCTION PROFESSIONAL

COURSE DESCRIPTION:

Today's competitive environment requires the construction professional to be able to negotiate in various, sometimes difficult situations. Attend this proactive training session and learn to identify roadblocks in negotiations and how to get past them, work in a highly complex environment, address real "human" issues, and still manage to survive to the end of the day. This session emphasizes negotiation skill building, effective communications, telephone techniques, and the negotiation process. Additionally, "empathy", "ego" and "needs" will be reviewed.

INSTRUCTOR: David Osburn, MBA

WHEN: November 16, 2010

WHERE: AGC Training Room – 150 N. Durango Drive, Las Vegas, NV

TIME: 8:00 a.m. – 12:00 p.m.

COST: \$50

REGISTRATION FORM

Advance registration and payment **MUST BE RECEIVED PRIOR TO START OF CLASS TO ATTEND**. Please register and pay By check or credit card no later than **November 12, 2010**. At-the-door registrations or payments will not be accepted. Register online at agclasvegas.com or call 796-9986 or fax form to 796-1629.

Company: _____

Address: _____

Name(s) of Attendee(s): _____

Phone: _____ **Fax:** _____ **Authorized by:** _____

Email address (required): _____

Credit Card No: _____ **Exp.** _____
(Visa, Master Card and American Express accepted)

Amount: \$ _____ **check-in-the-mail** (must be received by: Nov. 12th)

AGC Cancellation Policy: Unless AGC received cancellation notice at least 48 hours in advance, participants are responsible for their advance reservations. Due to the advance requirements for scheduling and non-returnable class materials, participants will still be responsible for cost of materials even with 48 hour notice.

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