



# Northern New Jersey Chapter, Inc.

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February 24, 2017

**Seating is Limited**

**3 Credit Hours** Approved by the Board of Examiners of Electrical Contractors

**WEDNESDAY, MARCH 8<sup>th</sup> 1:00-4:00 PM**

## Negotiating to Meet Your Objectives Without Sacrificing Relationships

Negotiation is a critical skill for getting what you need, solving complicated problems and any setting that requires collaboration. The ability to negotiate effectively can make seemingly inaccessible deals work well for both parties, increase the value to be shared and strengthen the relationship.

Attendees learn how to:

- Map out the common structure of every negotiation and use this structure as a road map to conduct the conversation;
- Strengthen relationships with counterparts without sacrificing substance or giving in on meeting your goals;
- Expand and uncover hidden value;
- Identify when it is time to walk away;
- Systematically prepare for negotiation;
- Diagnose what's off track and the steps needed to get your negotiation back on track and refocus your negotiations;
- Manage emotions, difficult tactics, manipulative counterparts and difficult personalities.

12:30 PM Refreshments/Sign-in

**INSTRUCTOR:** Justin Wright of Habitus Inc.

**LOCATION:** Galloping Hill Golf Club, Kenilworth, NJ

**COST:** NECA Members \$55 per person Non-NECA Contractors \$80 per person

**Negotiating to Meet Your Objectives Without Sacrificing Relationships - March 8, 2017 - Kenilworth, NJ**

(As it appears on your electrical license)

Name \_\_\_\_\_ License # \_\_\_\_\_ Cell \_\_\_\_\_

Name \_\_\_\_\_ License # \_\_\_\_\_ Cell \_\_\_\_\_

Please make check payable to: Northern New Jersey Chapter, NECA  
PO Box 1081, Mountainside, NJ 07092

**Amount to be Charged: \$ \_\_\_\_\_**

Credit Card:  AmEx  MasterCard  VISA

Credit Card # \_\_\_\_\_ Exp Date \_\_\_\_\_ / \_\_\_\_\_

Name on Card \_\_\_\_\_ Security # \_\_\_\_\_

Signature \_\_\_\_\_ Email Address \_\_\_\_\_

Company \_\_\_\_\_

Billing Address & Telephone \_\_\_\_\_

**Please return this completed form (with payment) to the Chapter Office ASAP**