

# NEGOTIATION SKILLS WORKSHOP



**Do you have the knowledge and skills to secure what you desire?**

**This workshop will encourage you to view negotiations as problem solving, instead of a traditional win/lose challenge.**

**Friday, September 30, 2016  
8:00 a.m. to 12:00 p.m.**

**Gallegos Room at Caltrans  
4050 Taylor Street, San Diego**

*A light continental breakfast will be provided.*

**Carmen C. Clark,**  
Principal and  
Sole Proprietor of  
*Carmen Clark Consulting,*  
will lead the workshop.

**Successful negotiations do not begin as a demand or ultimatum;  
the goal is not just to get a deal, but to get a good deal for all.**

## ***Members Only Event!***

**Private Sector Members: \$70**

**Public Sector Members: \$50**

**Student Members: \$30**

***Space is limited!  
Register online today!***

## **Workshop Schedule**

**8 a.m. - 10 a.m. Interactive Lecture**

**10 a.m. - 12 p.m. Small Group Exercises**

*\* In preparation for the workshop, you will be assigned an online video to view outlining a four-step approach to successful negotiation.*

Brought to you by WTS San Diego's Professional Development Committee



*Advancing Women in Transportation  
San Diego County Chapter*