



# SJSU | INSTITUTE FOR PEOPLE AND PERFORMANCE

## EARN SHRM RECERTIFICATION CREDITS AT SJSU:



### Negotiation Skills: Strategies for Success



#### PROGRAM OVERVIEW:

LEARN HOW TO EXECUTE PROVEN NEGOTIATION TACTICS, BUILD POSITIVE RELATIONSHIPS AND REFINE YOUR PERSONAL NEGOTIATING STYLE TO DELIVER WIN-WIN OUTCOMES

SHARPEN YOUR ABILITY TO BARGAIN SUCCESSFULLY AND ETHICALLY IN ANY SITUATION - AT WORK AND BEYOND- IN THIS EXPERIENTIAL WORKSHOP

**THE SJSU ADVANTAGE:** EXPERT SJSU FACULTY COMBINE INSTRUCTION WITH HANDS-ON LEARNING USING DISCUSSION, GROUP EXERCISES AND CASE STUDIES

**RECERTIFICATION:** THIS PROGRAM IS VALID FOR 7 PDC'S TOWARDS **SHRM-CP** AND **SHRM-SCP** RECERTIFICATION.



#### SEMINAR DETAILS

##### TOPICS COVERED:

- › UNDERSTANDING THE GOALS OF ALL STAKEHOLDERS
- › PREPARATION AND KEY ELEMENTS OF NEGOTIATION
- › IMPROVING COMMUNICATION BY ACTIVE LISTENING
- › IMPACT OF PERSONAL BIAS AND CULTURAL DIFFERENCES
- › DEALING WITH CHALLENGES IN NEGOTIATION



**INSTRUCTOR: CAROL READE**  
A PROFESSOR OF INTERNATIONAL MANAGEMENT  
AND NEGOTIATION AT SAN JOSE STATE  
UNIVERSITY

**WHEN:** April 18, 2020 | 8:30 AM - 4:30 PM

**REGISTRATION DEADLINE:** April 10, 2020

**FEE:** \$300.00

**REGISTER:** [www.sjsu.edu/ipp/shrm-recertification](http://www.sjsu.edu/ipp/shrm-recertification)

**VENUE:** BBC 323 - San Jose State University

**CONTACT:** Rick Partridge  
[institutepeopleperformance@sjsu.edu](mailto:institutepeopleperformance@sjsu.edu)