



## NEGOTIATION MASTERY CIRCLE

**New Negotiation Monthly Teleclass Series. Combining best practices with business expertise.**

**I) Why is this important to you and your future?**

Consider your personal and business relationships: Do you sometimes feel like you are not getting what you need or that you have to settle for less? Do you dislike saying no? Is your organization less effective than you want it to be? We all negotiate—every day. Why do so many of us ignore the importance of our negotiations in our life, work, organizations and community? All **Savage Negotiation Mastery Circle** (NMC) programs are designed to build on the strengths that you bring to each negotiation and to create the results you want. This teleclass is meant to be a convenient, inexpensive and high-level summary program to bring your negotiation awareness, skills and successes to greater outcomes for you and your organization. This program may be supplemented with our other programs or used as negotiations primer. Awareness and change happens over time; that is why we connect 8 times and practice often.

**II) What is a Negotiation Monthly Teleclass Series?**

We recognize that time constraints can limit your ability to attend professional development seminars. This series takes place through conference calls that focus on negotiation skills, insights and strategies; each session is scheduled for the third Thursday of every month from 9-10 pm (Mountain) from November 17 to June 21. Additionally, a private one-on-one coaching session is included. You will also receive pre-session materials, reading suggestions and recommended resources by email a week in advance of each teleclass.

**Topics include:**

- ✓ *Understanding the dynamics and fundamentals of negotiation.*
- ✓ *Why we have failed and succeeded so far. What is now needed from us?*
- ✓ *Preparing for, designing and evaluating a negotiation.*
- ✓ *Establishing goals, accountability and measures of success.*
- ✓ *Understanding interests, motivators and barriers.*
- ✓ *Conflict assessment and management tools plus getting out of your own way.*
- ✓ *Nine Insights for Negotiators and Leaders.*
- ✓ *Building the business relationship for the next negotiation.*

Cost: Preregister up to Nov. 4 for \$195. After November 4, the cost is \$250.

**Register Now:** Registration limited. Email: [assistant.savagemanage@gmail.com](mailto:assistant.savagemanage@gmail.com) or see PayPal button.

David B. Savage—P.Land, BA (Econ), ACC: Cofounder of the *Global Negotiation Insight Institute*, founder of the *Company to Company Dispute Resolution Council*, cofounder of *Synergy Alberta* and cofounder of the *Professional Enneagram Association of Canada*, 35 years of successful management experience in the Canadian petroleum industry, a leader in appropriate dispute resolution since 1993, and a professional coach since 2007.

Workshops, books, videos, keynotes, webinars, articles and more by Savage include *Negotiation Success Checklist*; *Company to Company Dispute Resolution*; *Perception and How it Affects How We Negotiate*; *Who is on Your List?*; *Harmonics: Our Tendencies in Conflict*, *Conflict in North American Energy*; *The Realms of Negotiation: What's Most Difficult?*; *Mindfulness in Negotiation*; *Triage For Conflict*; *Friction Inside*; *Crabs, Bandits and Rough Roads*; and *Qualities of a Master Negotiator*.

See even more about Savage Management Ltd. at [www.savagemanage.com](http://www.savagemanage.com) .