

Nebraska Building Chapter

THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA

Quality People. Quality Projects.



NEGOTIATING SKILLS FOR CONTRACTION PROFESSIONALS

A workshop to improve and/or refresh your art of negotiating with others.

Workshop Description: Negotiations leading to win-win projects for both parties are a critical part of successful projects and business management. Techniques will be reviewed and skills will be practiced using real case studies. Probably even more importantly, younger members will learn from the discussion added by the more experienced project managers and owners (and as often found, vice versa). Even the most experienced negotiator should attend.

Why You Should Attend: It is impossible to be consistently successful without honing your negotiating skills. Skills needed to achieve win-win situations are probably the most important skill set that we use everyday in many situations from project site to the home front. Whether you are good at negotiations or inexperienced in the area, you will find this four-hour workshop informative and an effective way to hone those skills through applicable practice. Specific sections of the workshop will include:

- Best types of negotiating strategy
- How to do your homework and know your client or opponent
- Negotiating is problem solving between people problems, perception, emotion, creativity and most of all communication.
- The real issues: quality, service and price
- Predictable tactics; what doesn't work.....
- Putting it all into application and practice

Workshop is Designed For: Owners, estimators, project managers, superintendents and administrative staff.

Instructor: Don G. Beesley, Project Management Consultant. Mr. Beesley has over 30 years experience in project management in a variety of industries, including commercial, mining, oil and gas, and government agencies. Projects which Don has managed include prefeasibility, feasibility, and detailed design of grass roots facilities modifications of existing facilities, and demolition/restoration projects. Don's career has encompassed project management in the engineering, procurement, construction and construction management organizations of Olsson Associates, Raytheon, Fluor Daniel, Stearns Rogers, Williams Brothers and Steffan Robertson & Kirsten. Don is a member of the advisory committee for the Project Management Master Degree program at the Denver Technical College and has taught project management both in educational institutions as well as on-site for owners and operators.

In Kearney

Date: Thursday, January 14, 2010
Time: 1:00-5:00pm
Location: Red Cross Meeting Room
520 W. 48th St. - West of Target

In Lincoln

Friday, January 15, 2010
1:00-5:00pm
Nebraska Club, 20th Floor US Bank
13th & M Street

Cost: \$59.00 per person

[Click here](#) for Kearney location registration form

[Click here](#) for Lincoln location registration form