Explore the major concepts of negotiation, the dynamics and resolution of interpersonal and group conflict. Identify dynamics required for successful navigation of the negotiating process; structural (parties, positions, interests) and process (cognitive, interactional).

**Course Objectives**
- Define the stages and elements of the negotiation process.
- Develop the skills and techniques of a successful negotiator.
- Identify the personal challenges in negotiation and conflict resolution.
- Demonstrate how to positively interact with others; to achieve desirable outcomes during the negotiation processes.

$125

3-hour Live Online Training

May 20, 2020
9:00am - 12:00pm

Want to offer this course at your location? Contact: Tricia Simon at 320-308-5682 or tricia.simon@sctcc.edu

To register go to: www.sctcc.edu/training

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