



## WORKSHOP TESTIMONIAL

“

Myron is a fantastic resource, as he brings a good mix of research and practical application. He is especially helpful with executive assessment and leadership development.

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Larry Fisher,  
VP of Human Resources,  
Cadence Education

## SUCCESSFUL NEGOTIATIONS A DNA of Leadership Workshop

Negotiation occurs whenever two or more individuals have divergent interests. Within an organization, the challenge lies in balancing relationships with outcomes. Through **case studies**, **interactive learning**, and **collaborative problem solving**, Beard Executive Consulting's **Successful Negotiations Workshop** gives your leaders a method with which to weigh the costs and benefits of negotiated outcomes.

### WHAT YOU LEARN

- ◆ The 4 Outcomes of Negotiations
- ◆ How to Weigh Outcomes with Relationships
- ◆ The Anchor Rule and How to Use It
- ◆ How to Determine Your BATNA

### THE OFFERING

The **Successful Negotiations Workshop** can be tailored for groups of 10 to 30.

**Half-Day Workshop:** Leaders learn the fundamentals of successful negotiation and leave with a method for framing positive outcomes.

**Full-Day Workshop:** Leaders learn the fundamentals of successful negotiation and leave with a method for framing positive outcomes. Participants will have the opportunity to role-play actual negotiation situations.

**90-Minute Condensed Webinar:** The Successful Negotiations Workshop is also available as a 90-minute webinar. The webinar includes workshop materials and a “live” question and answer session.

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