



PRESENTS A TWO-PART SERIES ON NEGOTIATING

Presented by the

Chicagoland Chapter

ABOUT THE NEGOTIATION WORKSHOP & SEMINAR:

Negotiations are a fact of life. We all negotiate.

We negotiate expectations in completing tasks, we negotiate when we try to buy a house or a car, we negotiate when we are trying to close a deal with a customer or supplier. In this two part series, we'll talk about the fundamentals of the negotiation process, negotiation planning, and critical concepts to use in negotiations, big and small.

Part One: Introduction to Negotiations and Negotiation Case Simulation

- Discussion on the fundamentals of the negotiation process
- Participate in an interactive training session using a Harvard Business Case Study

Part Two: Tactics and Negotiation Planning

- Focused discussion on negotiation tactics and negotiation planning
- Open dialogue on how to find your style as a negotiator and use it to your advantage

The Presenters:



Jennifer Krocza
Contracts Director
Northrop Grumman Corporation



Kery Bartkowiak
Contracts Manager
Northrop Grumman Corporation

Earn continuing education hours be attending this seminar!

Location: Northrop Grumman Corporation
Address: 600 Hicks Road, Rolling Meadows IL 60008

Part One Session: February 22, 2017

Part Two Session: March 23, 2017

Time: 5 p.m.

Please RSVP to Mia Cullum at mia.cullum@aarcorp.com and
Nancy Johnson at Nancy.Johnson@ngc.com for building access.

