

Be Confident, Creative, Firm, Fair

Fearless Negotiations



Let the Game Begin

Be Fearless

Learn the skills of negotiating while competing with others in a fun, competitive, interactive, facilitator-led game

Coming to a city near you

Visit our website
www.fearlessnegotiations.com

Wednesday August 15, 2013

Location: AGC San Diego Chapter

San Diego CA

Times: 8:00 am - 4:00 pm



What to Expect

Play the Game - All the learning and hands-on negotiating during this all-day event is centered in playing “the game” – a card game that lets participants compete with each other throughout the training day. Small teams of negotiators (players) engage in active participation of negotiation scenarios. Facilitators, throughout the day, will interject negotiating concepts, tips, gambits, tactics, and case studies. During game play, negotiators will follow the prescribed “*TRADE Route*” to negotiating success.

Play the System - The game uses cards and other components to help emulate real case scenarios including cards to help establish *power positions* as well as cards that interject *conflict*, *penalties* and *rewards*. The game follows and teaches our unique negotiating *system*.

Play to Win - Players are assigned to teams which will negotiate against another team in an effort to win the title of “Best Team”. They will, at the same time, accept their opponent as an ally in efforts to win the title of “Best Table.”

Play to Know - To supplement the game and discussions, each participant will receive a notebook that contains worksheets and information that will not only prove useful during game play but can be used over and over again outside this training experience.

Benefits of Attending

Learning the concepts of our unique *Fearless Negotiations* system by playing the game in a live, facilitator-led venue gives players confidence to be:

fearless while **setting benchmarks** and measuring progress.

The *Pre-Seminar Assessment*, helps you evaluate your current skill set and subsequent progress toward a greater level of competence

fearless while faced with **deadlines**.

Learn common tactics, including artificial deadlines, and how to apply effective counter tactics to discover real time issues. Learn the best possible times to negotiate

fearless while **preparing**.

By playing the game scenarios, you will realize the importance of appropriate preparation. You will learn how to replace fear with preparation.

fearless while faced with **powerful opponents**.

By performing a power position assessment you will see how perceived power plays into negotiating strategies.

fearless while **arguing a position**.

By formulating your argument (position), the basis of your negotiation, you will never be afraid to propose and defend your position.

fearless while **listening** to what the other side wants.

By learning to be an active listener you will be able to understand mutual goals as well as appropriate levels of courage, pressure and transparency

fearless while **practicing** new concepts and skills.

By playing the game, you will realize the value of using “what-ifs” while preparing and will find yourself practicing them in your daily routine

fearless while trying appropriate **tactics** for best advantage.

By learning negotiating and closing tactics and when to use them, you will find boldness to apply them at will

fearless while **asking for the deal**

By following our prescribed T.R.A.D.E. route you will be led to appropriate closing tactics and find courage to ask for the deal

fearless while following a simple **T.R.A.D.E. route** to triumph

By understanding the negotiating process you will not fear complex systems and strategies being used against you – you will simply stay on course.

fearless while making **honest assessments** of upcoming negotiations

By understanding the versatility of and knowing how to apply a SWOT analysis to your very next negotiation, you will arrive with a stronger position.

fearless while **thinking through any negotiation**

By playing the game scenarios and being exposed to our unique system, you will be never be afraid to step back from any negotiation and think through to the next level

fearless while **seeing the bigger picture**

By weighing the goals and outcome of current negotiations with the strength of the relationship, you will never be afraid to see the negotiation as part of a larger scheme

fearless while **developing your own negotiating style**

By exploring methods of negotiating that really work, you will be fearless in crafting a style suitable to your personality and negotiating involvement

fearless while entering a **non-adversarial approach** to negotiating

By seeing negotiations from many perspectives, you will never be afraid to test every negotiation as a candidate for a non-adversarial model

fearless while **reaching agreement**

By using our unique negotiations system, you will never be afraid to place the results of your negotiating into a mutual agreement

fearless while **finalizing the negotiation**

By looking ahead to ‘next step’ action required to implement the negotiated deal, you will be fearless when assigning responsibility and accountability measures into the deal.

Who should attend?

Administration Staff	Executives	Project Assistants
Agents / Representatives	Forepersons	Project Directors
Career Builders	Group Leaders	Project Engineers
College Students	HR staff	Project Estimators
Construction Managers	Inspection Staff	Project Executives
Construction Project Owners	Instructors	Project Managers
Counselors	Law Enforcement Officers	Purchasing
Customer Service Representatives	Management	Purchasing Agents
Design Professionals	Managers	Resident Engineers
Directors	Non-profit Directors	Sales Agents
Emergency Response Personnel	Operations Managers	Sales Teams
Employees	Owners	Senior Technical Staff
Entrepreneurs	Pastors	Superintendents
Estimators	Procurement Specialists	Supervisors
Executive Decision Makers	Project Administrators	Team Leaders

A "must attend" for everyone in your organization responsible for negotiating anything . . . including:

Benefits	Purchases	Space
Change orders	Salaries	Terms and conditions
Contracts / Agreements	Schedule Updates	Time
Order / sequence of events	Scope of work	Trade/Sub Coordination
Policy	Sequence of work	Logistics

Validating your decision to attend

Stop paying too much!

The economy stinks! In these challenging times it is imperative that you control costs. This training experience will equip you with the negotiating skills needed to get the best deal possible and help you protect your bottom line.

Save time – Eliminate ambiguous deals!

Time is money! Therefore, your team must understand all that is required to hold up your end of the bargain. Fearless Negotiations will help you learn the skills of documenting your next deal in a way that everyone understands who is responsible for what. Hold your team and your partners accountable to deliver on their promises!

Protect your reputation!

Life is about more than business. It is about relationships. Secure trusted relationships by becoming firm but fair in your negotiations. Learn to develop trust by working through conflict and negotiating fairly.

Supercharge your confidence!

There is no substitute for practice when it comes to developing negotiations skills. This training experience will have you face-to-face with others in a safe, fun environment where you will be coached through the five simple steps of Fearless Negotiations. Use this experience to build your confidence before your next negotiation.

Have fun while learning!

This training experience is like no other! Gone are the wasted days staring at a screen and listening to your trainer drone on about useless tools. This immersive experience is fun, practical, challenging, and exciting. You will learn as you play the head-to-head game with guidance from our experienced trainer-referees.

Increase company profits!

Business basics say you need to increase revenue and reduce costs to increase profits. Negotiation is a skill of many successful business people. You can join the ranks of these successful people by employing the five simple steps of Fearless Negotiations. You could master the art of negotiating any deal to address both sides of this equation.

5 Simple steps!

Fearless Negotiations is simple, only five basic steps are required for any situation. Learn these five steps in a fun and challenging environment. Master these five steps and be an example to your colleges and friends. Simple, effective, and universal!

Meet the Facilitators



Bradley Waldrop has the vast experience of delivering over \$3.2B of successful and award winning public works construction projects from which he has developed a unique skill set for negotiating. These skills have involved contracts, purchasing, sales, employment agreements, collections, partnering, and conflict resolution. Through the years, Bradley has leveraged these successes and has developed a training series on conflict resolution and negotiated outcomes.

Mr. Waldrop is a co-founder of the Fearless Negotiations immersive learning environment that leverages his real-world experience of business and team leadership, project management, and facilitator/mediator to teach practical, simple, fun, and effective negotiation skills.



Paul Stout has been involved in structured negotiations for more than 30 years. He is a construction project manager, estimator, facilitator, seminar instructor, and the AGC of America's 2009 *National Instructor of the Year*. His experience and personal qualities make him a popular choice for Partnering and event facilitation, consulting and in house training assignments. Paul negotiated his way through the ranks of the construction industry in a progression of personal and career growth including labor, supervision, and management for hundreds of projects. As a facilitator for executive meetings, problem

resolution meetings, and the partnering process, Paul helps project teams establish goals and resolve issues. He is the *founder and Director* of Power Summit. Since 1999, Paul has presented or facilitated more than 600 training seminars, workshops and partnering sessions in 64 US cities spanning 22 states and internationally in Guam and Djibouti.



www.fearlessnegotiations.com



Only \$239.00

One day to better negotiating skills

Who should Attend this Workshop?

Everyone in your organization responsible for negotiating anything . . . including:

- | | |
|------------------------|----------------------------|
| Benefits | Change orders |
| Contracts / Agreements | Order / sequence of events |
| Policy | Purchases |
| Salaries | Schedule Updates |
| Scope of work | Sequence of work |
| Space | Terms and conditions |
| Time | Trade/Sub Coordination |

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Includes access to electronic resources, continental breakfast, and certificate of completion

Coming soon to these cities:

San Francisco – Denver – Dallas – Charlotte – Atlanta
Chicago - Boston

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Company: _____ Address _____

City _____ State ____ Zip _____

Phone: _____ FAX: _____

E-Mail: _____

Attendee(s) _____

of Participants _____

X \$239.00

Total Amt _____

Four ways to register

On line: www.fearlessnegotiations.com

FAX: 619-393-3322

E-mail: register@powersummit.com

Mail: 6236 Lake Alturas Ave

San Diego CA 92119

Host your own Fearless Negotiations event

www.fearlessnegotiations.com

We will pay by credit card - # _____ Exp _____

Name on Card _____

Billing address (if different from above) _____

Please call us for card information. Ask for: _____

We are enclosing a check (made payable to Power Summit)

