

THE ART OF BASIC NEGOTIATION

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Abstract: Negotiating can be intimidating and dreadful, but it doesn't have to be! This session will provide attendees simple tools to use when engaging in negotiations, both in the classroom and in their personal life. We will focus on the basic principles of negotiation and how to use these principles to the next time you find yourself in the middle of a negotiation. **Goals and Objectives:** I would like attendees to walk away from this session with a sense of confidence due to their new found tools they can use when engaging in negotiations. I want them to feel comfortable utilizing these skills when negotiating with students in the classroom, knowing when and how to negotiate a job offer, and even how to negotiate when making important personal consumer decisions (like buying a car). This presentation will be designed for people with minimal to no negotiating experience, however, all parties are welcome to join us.