

LIVE WEBINAR:



# “Fundamental Philosophies in Negotiation for Buyer & Seller”

**Friday**  
**August 24, 2018**  
12 noon to 1 pm EDT

**FREE** to register:  
[click here](#)

OR for automatic registration,  
send email with contact info to:  
[info@apicsatlanta.org](mailto:info@apicsatlanta.org)

Hosted by **Scott W. Luton, CSCP, LSSGB**  
Managing Partner, [TalentStream](#)  
EVP, [APICS Atlanta](#)



Every negotiator has a set of core principles that are part of his or her negotiation DNA. These principles are often shaped by the negotiator’s education level, battle experience, and cultural upbringing, and act as fundamental building blocks of his or her negotiation style.

Every negotiator should pick his or her own set of core principles that the negotiator is comfortable with and continuously refine them based on their experiences. Choosing the right combination will have a substantial impact on a negotiator’s success and failure in what he or she is trying to achieve in his or her career. In this webinar, we will go through some of the most important philosophies that are needed for anyone that is working in the buying and selling arena to maximize their results.

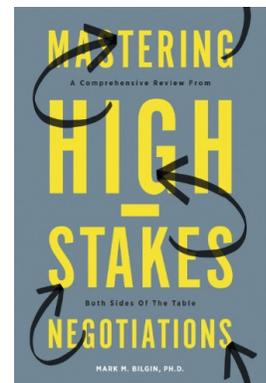
**Featured Speaker:**



**Mark M. Bilgin, Ph.D.**

Author

“Mastering High Stakes Negotiations”





## SPOTLIGHTING THE *Best* IN ALL THINGS SUPPLY CHAIN

The people, the technologies, the best practices and the critical issues of the day.

LIVE WEBINAR on August 24th, 2018

### **“Fundamental Philosophies in Negotiation for Buyer & Seller”**



**Mark Bilgin**

Author

**Mark Bilgin** is a seasoned Sales and Procurement professional and author of "Mastering High-Stakes Negotiations" published in 2017 with over twenty years of experience in oil and gas, power generation, commercial and military aircraft engine industries. He has personally negotiated over \$2.5B in large equipment deals. He is a dynamic speaker who specializes in contract negotiations, strategic sourcing (category strategy & execution), spend analytics, market intelligence analysis, and supplier relationship management. A graduate of Carnegie Mellon Tepper School of Business and University of Washington, he lives in Columbus, Ohio with his wife and daughter.



**Scott W. Luton**

Managing Partner

[TalentStream](#)

EVP

APICS Atlanta

**Scott Luton** serves as Managing Partner for [TalentStream](#) and is a member of the ownership group. He has worked extensively in the end-to-end Supply Chain industry for more than 15 years, appearing in publications such as The Wall Street Journal, Dice and Quality Progress Magazine. Scott has held a variety of leadership roles with organizations, with significant experience in the manufacturing and professional services sectors. Scott currently serves as Executive Vice President of APICS Atlanta and was also named to the 2018 Georgia Logistics Summit Executive Committee. He is a graduate of the University of South Carolina, is a certified Lean Six Sigma Green Belt and holds the APICS Supply Chain Professional credential. As a Veteran of the United States Air Force, Scott also volunteers as Co-Chair of the Business Pillar for [VETLANTA](#), and maintains active membership in the Georgia Manufacturing Alliance & CSCMP Atlanta Roundtable. He founded Supply Chain Now Radio in 2017 to spotlight the *best* in all things Supply Chain. Connect with Scott Luton on [LinkedIn](#) and follow him on Twitter at [@ScottWLuton](#).

Questions? Contact Scott Luton at [EVP@ApicsAtlanta.org](mailto:EVP@ApicsAtlanta.org) or 678.296.5268