



leading business growth in Geauga County

# geauga growth partnership, inc.

## Registration and Order Form

### Principled Negotiation Skills Training

**Instructor:** Tim Lybarger, Dream Door Enterprises

**November 10, 17 (2 day course)**

**Time:** 8:00 a.m. – 5:00 p.m.

**Location:** Newbury Business Park Executive Center, 12373 Kinsman Road, Building C, Newbury, OH 44065

This two- day workshop is extremely interactive with paired off negotiations and debriefs; participants working on their own negotiation cases; many table exercises and open discussions; and mixed media including video demonstrations of skilled negotiation practices. Through engaging role-play, attendees will learn how to reach win-win negotiated outcomes that satisfy the needs of all parties and result in improved long term relationships in your personal and professional life. Enhance your ability to think rationally through a negotiation situation. Learn how to overcome obstacles to create greater value. This program leaves participants with a clear roadmap to follow in preparing for negotiations. *Materials for the course include the book "Getting To Yes Negotiating Agreement Without Giving In" By Roger Fisher and William Ury*

**Who should attend?** This highly interactive workshop is ideal for people who find themselves in positions where they need to achieve their own goals while also satisfying the needs of others.

- Purchasing agents negotiating with vendors
- Those who are responsible for negotiating with solutions providers
- Project managers negotiating with key stakeholders on project scope and timelines
- Team members negotiating roles and responsibilities

**Fee to attend (per person):**       \$349.00 GGP Member       \$399.00 All others

Company \_\_\_\_\_

Participant: \_\_\_\_\_ email \_\_\_\_\_

Participant: \_\_\_\_\_ email \_\_\_\_\_

### PAYMENT

Qty \_\_\_\_ @ \$\_\_\_\_ Fee = \$\_\_\_\_ Total

By Check (Payable to the Geauga Growth Partnership, 12373 Kinsman Rd #106, Newbury, OH 44065)

Invoice Me\*     # PO required \_\_\_\_\_     Credit Card\*\* Contact 440-564-1060 for processing.

Order placed by: \_\_\_\_\_ Title \_\_\_\_\_

Phone number: \_\_\_\_\_ EMAIL: \_\_\_\_\_

Billing Address: \_\_\_\_\_

\*Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Terms & Conditions:** If you are a Geauga Growth Partnership Member and your membership is current, special pricing applies. Payment required prior to program start. If the program is cancelled for any reason by GGP, processed payments will be refunded within 10 days. You may cancel up to no less than 7 days in advance of course start date for full refund of payment received; otherwise a credit will be issued for a future offering of the class.

Not sure if your company is a GGP member, email [info@geaugagrowth.com](mailto:info@geaugagrowth.com). \* For invoice processing, please scan and email form to [info@geaugagrowth.com](mailto:info@geaugagrowth.com). \*\*Credit card processing requires a specific information, please call to provide payment information.

Geauga Growth Partnership is a 501 (C) 3 non-profit organization created in 2010, which works to retain and grow jobs, contribute to business growth and strengthen the local economy. Visit our website at [www.geaugagrowthpartnership.com](http://www.geaugagrowthpartnership.com).

**About Tim Lybarger, Dream Door Enterprises**

After 18 years of management experience in a variety of small businesses, Tim earned a Master Degree in Organizational Development from the Case Western Reserve University Weatherhead School of Management. He then spent 20 years as a corporate leader, partnering with management to design and deliver specific solutions for complex performance issues. Now an independent consultant, Tim offers expert customized business planning and professional development services throughout the United States.

[www.dreamdoorent.com](http://www.dreamdoorent.com)