



Negotiation Skills

**Location: 95 St Clair Avenue West, Suite 1103, Toronto
Session: 8:30am to 4:30pm**

An intensive, practical two-day program to improve and master the skill of negotiation

Instructor:

Kenny Solway

About the course:

This highly interactive program is designed to improve your understanding and ability to master the skill of negotiation and enhance the competitive position of your organization by drawing on the latest research and practical experience. You will gain expertise in planning for and understanding negotiation situations, knowing what strategies and tactics to apply, leveraging power, creating opportunities for joint gains, developing trade-offs and the face to face skills that lead to mutually beneficial agreements. The one on one feedback and group discussions will reinforce your newly acquired skills.

About the presenter: Kenny Solway

Kenny's area of expertise come from 20 years within the advertising communications industry, specifically in the areas of helping clients improve their sales process, presentations, pitches, negotiations and strategic account management. He consults with clients on how to best approach their audiences in order to gain maximum impact.

Kenny spent the last nine years running his own communications agency, which specialized in creating, selling and implementing marketing campaigns for clients.

[Click here](#) to download the course registration form.

For further information, please contact:

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