

**BRAVERMAN ASSOCIATES LLC**

# **ADVANCE YOUR NEGOTIATION GAME**

## **THE ART & SCIENCE OF NEGOTIATION WORKSHOP**

**IMPROVE YOUR STRATEGIC  
NEGOTIATION AND DISPUTE  
RESOLUTION ABILITIES**

Designed for intermediate to advanced negotiators, The Art & Science of Negotiation Workshop is a virtual, highly interactive, skills training program that balances theory and practice to sharpen your existing negotiation and dispute resolution abilities.

This workshop is ideal for managers, individuals working on contracts, dealing with fee disputes, sales staff, attorneys, customer service representatives, human resource professionals, regulatory officials, entrepreneurs, and administrators.

**April 30 or May 11  
9:00 AM to 11:00 AM**



**Register at  
[bravermanassociates.net](http://bravermanassociates.net)**

## A PRACTICAL WORKSHOP FOR PRACTICING NEGOTIATORS

- Negotiate strategic solutions to conflict
- Deal with difficult people
- Know when to collaborate or to compete
- Learn when to walk away
- Gain a different approach to creative solutions
- Understand when and how to make the first offer
- Learn how to leverage your skills in new ways
- Decide which negotiation style is best
- Employ research to your advantage



### WORKSHOP REGISTRATION

Register for The Art & Science of Negotiation, a two-hour, virtual, highly interactive workshop. Choose either date:

**Friday, April 30, 9 to 11 AM or**

**Tuesday, May 11, 9 to 11 AM**

**Fee: \$125 per person; \$99 for Members of The Chamber of Commerce for Greater Montgomery County or groups of three or more.**

**To learn more call 267.733.7215 or to register visit [bravermanassociates.net](http://bravermanassociates.net)**



Negotiation Workshops &  
Dispute Resolution Services  
405 Primrose Drive  
Upper Gwynedd, PA 19446  
267.733.7215  
[bravermanassociates.net](http://bravermanassociates.net)

*'Let us never  
negotiate out of fear,  
but let us never  
fear to negotiate.'*

*—John F. Kennedy*

### ABOUT THE PRESENTER:



**Stanley Braverman Esq.** is a graduate of the Harvard Program on Negotiation and holds certificates from Cornell University and the University of Notre Dame. He served as the Deputy District Director of the six-state Philadelphia District of the Equal Employment Opportunity Commission and was the founding director of the Negotiation and Conflict Resolution Institute at La Salle University. Mr. Braverman has built a national reputation for developing creative solutions to intractable, sensitive, and high-profile employment and workplace disputes. He is president of Braverman Associates LLC and holds an MBA from Drexel University and a Juris Doctor from Temple University, School of Law.