



NEGOTIATING STYLES AND TACTICS THAT WORK IN HIGHER EDUCATION

June 27, 2017 :: 1:00 - 2:15 p.m. EDT

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Improve your comfort and skill level when negotiating.
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OVERVIEW

Negotiation often connotes winners and losers, an idea that can be uncomfortable in the collegial nature of higher education. But all of us negotiate every day, sometimes without thinking about it as a negotiation.

Whether you are entering a formal negotiation with a contractor or union, or simply managing the day-to-day challenges of creating consensus, this webcast will provide you with specific tools and techniques to negotiate with integrity to and maximize chances of a successful outcome.

WHO SHOULD ATTEND

This webcast has been designed for those with limited experience in negotiation who might become uncomfortable with the prospect of disagreement and conflict. The content is applicable to both academic and non-academic leaders.

VISIT EVENT PAGE

www.academicimpressions.com/webcast/negotiating-styles-and-tactics-work-higher-education



LEARNING OUTCOME

After participating in this online training, you will be able improve your comfort and skill level when negotiating agreements.

CONTACT US FOR MORE INFORMATION

Contact Amit Mrig, President and CEO at Amit@academicimpressions.com or 720-988-1210 if you'd like additional information about the program.

AGENDA

Tuesday, June 27, 2017 :: 1:00 - 2:15 p.m. EDT

- ➔ **Elements of negotiation**
- ➔ **The 5 negotiation styles**
- ➔ **Types of negotiators**
- ➔ **Emotional intelligence and negotiation**
- ➔ **9 tactics that you need to be able to recognize and use in negotiations**

INSTRUCTOR

McCeil Johnson, J.D., Dean of Programmatic Accreditation and Regulatory Compliance, University of Phoenix

McCeil Johnson is the Dean of Programmatic Accreditation and Regulatory Compliance. In this role, she leads the accreditation and regulatory compliance functions for the College of Humanities and Sciences, the College of Social Sciences, and the College of Security and Criminal Justice. Most recently, McCeil was the Chief Compliance Officer at Southern New Hampshire University (SNHU), where she was hired to review and audit state authorization, develop a University-wide compliance function and strengthen communication on compliance issues. Prior to SNHU, McCeil worked for nine years in higher education administration at National Louis University. She brings a tremendous amount of knowledge regarding the symbiotic relationship between compliance and higher education law.



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