

**BEYOND MANAGING**

Because negotiation spans a variety of situations and circumstances, participants come from a variety of backgrounds and industries. However, all recognize that strong negotiations skills are essential in order to achieve the best results.

Past participating companies have included RE/MAX, Level 3 Communications, StorageTek, and STA Laboratories, Inc.

*“NorthStone Group works with me and my executive team. They’ve helped us recognize our strengths and coached us to successfully close mission-critical gaps. I count on NorthStone – particularly the experience of the partners – to provide us with world class leadership insight and advice.”*

– Walter Pounds, President, Solbourne

**TUITION**

Tuition is \$1,250 and includes two days of instruction, all materials, and breakfast and lunch on class days. Call 303-735-0541 about multiple attendee discounts.

**ABOUT ROLLIE HEATH**

NorthStone Group partner Rollie Heath brings extensive teaching and consulting experience backed by many years of industry experience. He spent 17 years with John Manville Corporation, including serving as President of its International Corporation and its Building Materials Corporation. In addition, he managed approximately \$1 billion in annual revenue and oversaw 10,000 employees. His negotiation skills took him as far away as Japan, Taiwan, and Germany. His teaching experience includes courses for the American Management Association, the National Association of Purchasing Management, and the Army’s Judge Advocate General’s School at the University of Virginia.

Offered as part of the Colorado Statewide Extended Campus. Executive Development Programs is an innovative partnership between the Leeds School of Business and the Division of Continuing Education and Professional Studies. The University of Colorado is an equal opportunity/nondiscrimination institution.



# Humanizing the Negotiation Process

**Humanizing the Negotiation Process**

April 17-18, 2006 in Denver

October 26-27, 2006 in Boulder

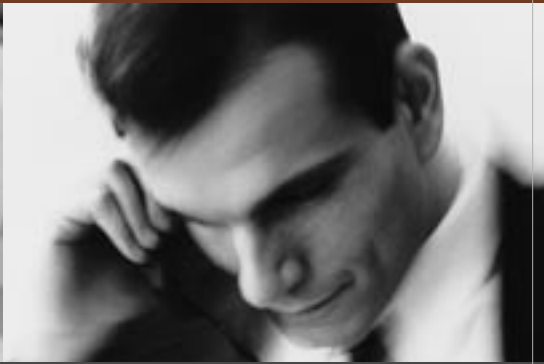
In partnership with

**NORTHSTONE**  
GROUP

University of Colorado at Boulder  
**Colorado**  
**LEEDS**  
School of Business

Think broadly.  
Act boldly.

Executive Development Programs  
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## NEGOTIATION STRATEGY NEGOTIATION TACTICS

Negotiation is an everyday occurrence. Recognizing this, NorthStone Group partner Rollie Heath has created a comprehensive course detailing the in's and out's of the negotiation process. Learn useful negotiation strategies and tactics, and then practice these skills in class with videotaped mock negotiations that provide immediate insight and feedback. You will leave the course with honed negotiation skills that you can immediately apply, giving you an edge in future negotiations.

For more information, visit the web site at <http://leeds.colorado.edu/executive> or contact Executive Development Programs by e-mail at [execdev@colorado.edu](mailto:execdev@colorado.edu) or by telephone at 303-735-0541.

## SENSITIVITY AWARENESS

### WHO SHOULD ATTEND

Managers who want to polish their negotiating skills

### DATES AND LOCATION

Denver: April 17-18, 2006

Boulder: October 26-27, 2006

### THE BENEFITS

- Understand the reality that most situations in life involve negotiations.
- Understand the process of negotiation and gain the ability to confidently enter into negotiations.
- Recognize when you are being “negotiated upon” and acquire skills to engage in the process.
- Gain insight into your own negotiation style.
- Engage in valuable negotiation practice that will give you an edge in the negotiation process.

**Space is limited, so call 303-735-0541 now to register!**

A partnership between the Leeds School of Business and NorthStone Group (<http://www.northstonegroup.com>).

## NONVERBAL COMMUNICATION IMPORTANCE OF PLANNING

### COURSE SCHEDULE

#### Day 1: *Morning*

What Is Negotiation  
Psychology & Analysis  
Overview of Power and its Role

#### *Afternoon*

Creativity in Negotiations  
Strategy, Tactics, & Practice  
Introduction of Mock Negotiation Case Study

#### Day 2: *Morning*

Mock Negotiation Preparation  
Mock Negotiation

#### *Afternoon*

Critique & Summary of the Mock Negotiation