

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that—our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

## Developing Your Negotiating Skills

**Can you negotiate for additional resources with your manager? Iron out quality standards with a supplier? Satisfy a customer?**

Sooner or later in your career you will have to demonstrate your interpersonal skills and negotiating abilities. As you may have noticed, negotiation comes into play in just about every arena of your life, both at work and in your relationships outside the office.

Negotiation is not about imposing your views on others but finding a win-win solution that ensures a long-lasting relationship with whoever is across the table. This course will show you how to achieve this kind of outcome by developing your negotiating skills using the mutual gains approach.

### How You Will Benefit

- Prepare your negotiations effectively
- Conduct your negotiations in an organized, constructive way
- Modify your behavior to ensure a successful negotiation
- Acquire critical skills that are necessary for success in business today
- Uncover solutions and resources that enhance your performance – and your team's
- Demonstrate your leadership ability by obtaining the resources your team needs
- Maintain good relationships with partners, suppliers and others