

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.

Need help? Contact 1-877-566-9441 or visit www.amanet.org/2850

Negotiation for Women: Strategies for Success

Harness your unique strengths to negotiate with greater effectiveness

As a woman, do you ever find yourself apprehensive or tentative about negotiations? Do you wonder if the game is over before you begin? It's time to empower yourself with skills to leverage the unique perspectives you bring to the negotiating table. This workshop will help you overcome any anxiety and show you how to reframe your approach to negotiating. Learn to create a game plan that helps you navigate the issues, optimize interpersonal dynamics and gain buy-in and support in every negotiation.

How You Will Benefit

- Recognize opportunities to increase your success through negotiation
- Set a strategy and negotiate from a position of power
- Manage negotiations effectively while sustaining good working relationships
- Avoid common pitfalls that can derail negotiation goals

What You Will Cover

- Assessing and identifying your negotiating style
- Understanding differences in how men and women negotiate
- Strategizing, framing your approach and preparing to push back
- Developing a concession strategy
- Putting your strategy into action
- Preparing, communicating confidence and other tools for success

Who Should Attend

Professional businesswomen who need to negotiate for promotions, deals, new initiatives, projects or resources, and want to advance their careers and enhance their status as leaders.

Schedule

- [1] days - \$1,245 Non Members
- [1] days - \$1,095 AMA Members
- [1] days - \$1,037 GSA

Credits

0.5 CEU

0.6 CEU

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