

## Registration Form

Register via website using Credit Card  
or Company Purchase Order:

<https://apics-wichita.com/index.php>

Or mail registration form to:

APICS Wichita Chapter 71

Brian Ferris  
1963 W Anita Ave  
Wichita, KS 67217

PLEASE PRINT CLEARLY!

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

E- Mail \_\_\_\_\_

Day Phone: \_\_\_\_\_

*No refunds issued, substitutions are allowed*

Negotiation Skills Seminar (25 Spots  
Only!)

\$199... APICS/ISM member rate

(\*membership #: \_\_\_\_\_)

\$275... General public rate

\$175... Corporate rate (teams of 5+)

Registration deadline: Friday, Apr. 5

Wednesday, April 17, 2019

Caesar's Table

125 N Market

Wichita, KS 67202

7:30am – 4:00pm

Method of Payment (No American  
Express Please):

Check \_\_\_\_\_ Money Order \_\_\_\_\_

Credit Card (Specify Type) \_\_\_\_\_

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**Negotiation Skills Seminar:**

**Basic Strategies to Achieve Your Goals!**

Wednesday, Apr. 17, 2019

**APICS Wichita Chapter 71 Presents:**

## **Negotiation Skills Seminar**

*This event is a highly participative hands-on workshop based on a series of individual and team exercises. Attendees will learn valuable tips, tools & techniques to create win-win solutions for their companies, customers and suppliers!*

**Wednesday, April 17, 2019 - Caesars Table, Wichita, KS**

Facilitated by Michael D. Ford, Principal, TQM Works Consulting

# “Negotiation Skills Seminar: Basic Strategies to Achieve Your Goals!”

## About the Seminar:

This workshop will use experiential learning techniques to allow participants to identify, learn, and apply basic negotiation strategies and skills in both one-on-one situations as well as in teams.

This topic provides a plethora of interactive (and fun) exercises that demonstrate current research and allow participants to apply what they have learned. It also can be very complex, especially as the uncertainty of outcomes, the number of participants, and the number of attributes to be agreed upon increases and/or varies.

## Learning Objectives:

- Analyze their own interests (what they want to achieve) as well as those of others
- Develop a position (what you tell the other party – not always the same as your true interest!)
- Exchange information (and when to do so!)
- Make assessments and reach conclusions under pressure
- Leverage their personality to be a better negotiator
- Avoid common pitfalls

## Who Should Attend? EVERYONE!

While this topic is often associated with the Purchasing or Sales, the basic strategies covered in this workshop would apply to all business functions and, as well apply to the relationships and situations they find outside of work.

We negotiate when we submit project proposals, suggest engineering revisions, change schedules, sell an idea, etc. Anytime and anywhere tradeoffs exist, negotiation takes place.

This includes job offers; car & home purchases; with spouses or children; etc. Anytime someone wants something from another party, they enter negotiations.

## Agenda

7:30am	Registration and Refreshments
8:00am	Morning Session
11:45am	Lunch
12:30pm	Afternoon Session
3:45pm	Summary and Q&A

## Registration fee includes:

- All instruction
- Lunch and break service
- All handouts & proceedings
- Certificate of completion

**About the speaker:** Michael D. Ford, MSISE, CFPIM, CSCP, CLTD, CSSGB, CQA, CQE, CRE, ACPF, CPSM is an independent business consultant with 30+ years experience in retail, distribution, manufacturing and training. He has experience in a wide variety of sectors: pharmaceutical, office supplies, food/grocery, aerospace, metal works, electronics, department of defense and non-profit.

He has delivered on site corporate training to global companies such as IBM, Lockheed Martin, BAE, Pfizer and BASF.

Ford has served as an Adjunct Professor and Continuing Ed Instructor for multiple Penn State University and State University of New York campuses.

He has delivered over 350 presentations across the USA, Canada, Japan, Nigeria, South Africa and Australia. Ford combines technical knowledge with soft skill sets to provide training that is “**edu-taining.**”



For more information, contact:

Brian Ferris at [bferris@cox.net](mailto:bferris@cox.net) or 316-644-2963