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ESD Offers Advanced Negotiation Workshop: Achieving ‘Win-Win’ Sustainable Solutions in Today’s World of Risk

**Thursday, May 19, 2011
8 a.m.-5 p.m.
ESD Headquarters, Southfield**

SOUTHFIELD, Mich. — If you’re an engineer, entrepreneur, program manager, executive, attorney, union representative, owner or other professional, you know that today more and more is being asked of you to stay out of a courthouse or an arbitration. The reasons are simple: Formal legal proceedings are costly, inefficient and the outcomes difficult to predict.

The Engineering Society of Detroit, Advanced Negotiation Workshop: Achieving “Win-Win” Sustainable Solutions in Today’s World of Risk is designed for professionals in all industries in both the public and private sectors. Learn how to turn conflict into an opportunity to rebuild and rebalance relationships.

By participating in this workshop, you discover the advanced skills of today’s successful negotiators and then put those skills into practice through real-world case studies. The takeaways from this workshop will include:

- How to reach a “win-win” agreement
- How to negotiate both aggressively and collaboratively
- How to create sustainable solutions
- How to transform from reactive impasse into proactive problem solving
- How to build trust in your relationships

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- How to remove risk and gain predictability
- How to avoid breakdowns in the future

Taught by Christopher J. Webb, J.D., FESD, Co-Director of the ESD Institute, and professional mediator, arbitrator and facilitator, this workshop will explore how to create and then lead a proactive negotiation process that moves the parties from fault finding and blame to creative, consensus building. Participants will learn how to identify and build upon incipient points of agreement to achieve a lasting, enforceable comprehensive agreement that meets their needs based on creativity and inclusiveness.

Cost: ESD member: \$99; non-member: \$129; or join ESD for \$188 and attend for free.

Space is limited. To register, visit www.esd.org or call 248-353-0735.

Founded in 1895, ESD is a multi-disciplinary society uniting engineering, scientific and allied professions to enhance professional development and foster excitement in math and science to produce our next generation of leaders. Serving this generation of engineers and fostering the next. For more information, visit www.esd.org.

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