



NEGOTIATION

Thursday, May 1, 2025
8:00 am - 5:00 pm
Zoom

NEGOTIATION

by Mark Morales

Negotiation focuses on building collaborative, win-win outcomes by developing strong influence and communication skills. Participants will learn to create mutual benefit in ongoing working relationships rather than short-term victories, ultimately strengthening leadership and teamwork. Through interactive exercises and practical strategies, attendees will become more effective at navigating negotiations and fostering trust.

LEARN TO:

- Build Self-Awareness for Stronger Results
- Strengthen Trust and Relationships
- Use Effective Influence Strategies
- Understand Negotiation Styles
- Create Common Ground and Driving Toward Agreement

EMAIL:

enroll4etp@sbccd.edu

to sign up or request more information!



MARK MORALES

Through purposeful training and coaching sessions, Mark provides clients innovative leadership and management practices that can be applied directly to their organizations and personal growth missions. With over 15 years of IT Leadership, Project Management and Operations Management experience, he has witnessed how great leaders and cultures can cultivate highly productive and satisfied employees. To this end, Mark discovered life's purpose: To assist leaders and organizations to reach their true potential.