

April 2011 NAPM Educational Event:

Negotiating as a Professional Skill, 101

Instructor : Mike Charron CPM, MBA PE

MEETING DATE/TIME:

Tuesday, April 26th, 2011 - 8am - 4pm

Registration & Social time: 8-8:30 am

Presentation: 8:45 pm - Noon

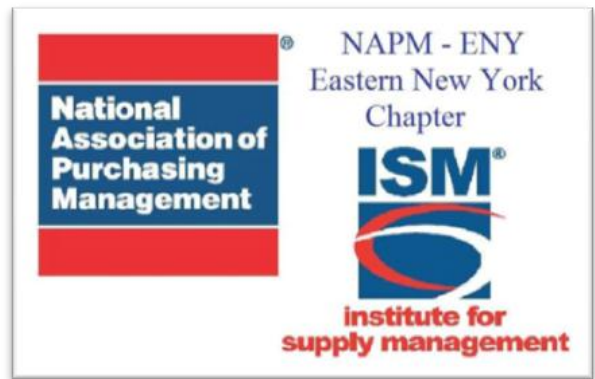
Lunch: Noon-12:45

Break-out Sessions 12:45-3:30 pm

What is the point ? 3:30-4:00 pm

Cost \$225 - Early bird discount of \$75

Only \$150 if you sign up before noon Friday 4/8 - 6.5 CEH



LOCATION: Desmond Hotel & Conference Center, Albany, NY (660 Albany Shaker Road, NY 12211)

WHETHER YOU ARE BUYING, SELLING, OR MAKING A COLLABORATIVE AGREEMENT, YOU WILL NEED TO NEGOTIATE. YET, MANY PROFESSIONALS RECEIVE VERY LIMITED EXPOSURE TO EFFECTIVE NEGOTIATION METHODS AND TOOLS BEFORE THEY ARE EXPECTED TO “PERFORM” AT THE NEGOTIATION TABLE. THIS HANDS-ON, 1-DAY SEMINAR IS CRAFTED TO PROVIDE THE FOUNDATION OF POWERFUL AND EFFECTIVE NEGOTIATION TOOLS AND METHODS TO PROFESSIONALS WHO NEED TO LEAD NEGOTIATIONS IN A BUSINESS ENVIRONMENT. BRING YOUR LAPTOP, OR A FLASH DRIVE FOR A COPY OF THE PRESENTATION AND TAKE-A-WAYS !!

The session will cover, among other topics:

Preparation and Planning

Meeting at the Table

Closing the Deal

Enablers and Barriers

IF YOU CAN THINK IT, YOU CAN NEGOTIATE IT!

Registration :

Fax to: + 201.591.7989 or email Axelson.Douglas@Gmail.com with the following :

Name : _____ Company : _____ Title : _____

Email : _____ [.] Phone # : _____ [.]

(please check the best way to contact you and I will hold these as private)

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Payment will be required in advance and arranged by direct verbal communication after Registration.

Mike Charron CPM, MBA PE is the Vice President of Operations at Unimacts, LLC., with over 25 years of sourcing, engineering, manufacturing, quality and program management experience. He firmly believes that the skill to negotiate effectively is fundamental to success in any endeavor which involves two or more people (that is, all the time!).

He joined Unimacts from Textron and the Cessna Aircraft Company where he led several business initiatives in Supply Management and Six Sigma to include establishing the \$60MM corporation-wide travel spend management program and creating the "Green Belt Playbook" program to accelerate six sigma project completions throughout the corporation.

Previously Mike was with General Electric at the Rail Transportation Systems division where he led several sourcing projects in Central Europe, India, Indonesia, Brazil and China as well as programs to sell, manufacture and deliver locomotives to Brazil and Egypt. Before joining GE, Mike was an Officer in the U.S. Air Force at Space System Division in Los Angeles.

Early in his career, Mike held several technical positions--Engineer, Technician, Software Developer, and Circuit Designer--with companies such as Mechanical Technologies Inc., GE Power Systems, Clarkson University, and Digitronics, Inc.

Mike received both his BS in Electrical Engineering and MBA from Clarkson University and holds a Professional Engineering License in California. He is an active member of The Institute of Electrical and Electronics Engineers (IEEE), and a board member for his local chapter of the Institute for Supply Management (ISM). Mike is also an ISM Certified Purchasing Manager, and a multi-certified Black Belt and Lean instructor.

Mike has been negotiating at a professional level in many different arenas for over 25 years, in several different roles ranging from buyer to seller to collaborator. For this event, he has merged this experience with extensive research on the tried & true negotiation methods and processes. This all comes from seminars, classes and books (Like Harvard Business Essentials Guide to Negotiation by Harvard Business School Press, 2003), as provided by ISM, GE and other companies.

**We will follow with a lively group discussion with the presenter.
Your input is welcome and valued.**

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