



Watershed *Best Negotiating Practices*® Workshop Series

Web Seminar Series

Designed to meet the needs of a specific company, the *Best Negotiating Practices*® web seminars delve deep into critical skill areas and topics of unique interest to your negotiators.

Web seminars are effective:

- To refresh class-room learning and skills
- For deep exploration of the nuances around a negotiation topic and strategy
- To reach geographically dispersed audiences, and
- For groups with limited time for full-day workshops

Web seminars are delivered in 50 minute and 90 minute modules.

Conference and Corporate Meetings

Conference and meeting participants in the commercial sector want the tools for conducting effective and efficient negotiations, and we deliver. Watershed's *Best Negotiating Practices* conference sessions inspire even the reluctant to use the negotiating process to develop trust and reach mutually beneficial agreements, with a safe environment to practice new negotiation skills.

Conference planners choose Watershed speakers because:

- Audiences are inspired by our high-energy presentations filled with stories they can relate to in their business and personal lives.
- Participants retain what they learn from effective presentation, potent film clips, demonstration and practice.
- Our speakers are negotiation experts with public speaking talent.
- Our speakers interact with the audience to establish rapport, engage them in skill building and leave them with take-away value.