



The Building Supply Industry Association

Negotiation Skills

March 11th, 2015 – 8:30am – 3:30pm

Registration Form

Negotiation Skills: Recognize the phases of negotiations, consider the right tools and ways to build win-win solutions for all involved. Apply basic concepts, WATNA, BATNA, WAP and ZOPA. Identify what to share and what to keep to yourself.



Trainer: Judith McLean: over 25 years of training in Communication courses at various post secondary colleges and in businesses. Entrepreneur and 15 years retail experience.

Company: _____
 Address: _____ City: _____ Postal Code: _____
 Tel: _____ Fax: _____ E-Mail: _____

Name of Participant (please print clearly)	Name of Participant (please print clearly)

Payment Information

\$216 1 day course (\$240 non-members) = _____ + (5% GST) Total: _____

GST# R121931729

Method of Payment: Please bill me (BSIA members only) _____ Cheque Enclosed _____
 Visa _____ MasterCard _____ Card # _____ Exp Date: _____

Signature _____

**Please return registration form with payment enclosed or fax / email back to:
 #2 – 19299 94th Avenue Surrey, BC V4N 4E6 Fax: 604-513-2206 Email: info@bsiabc.ca**