



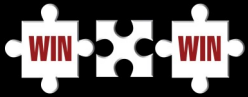
LEADERSHIP USA™

FEATURED FACULTY

AVAILABLE MONTHLY MEMBERSHIP SEMINAR

Great Leaders are Great Negotiators: Keeping Your Cool Under Pressure

**GO FOR IT...
MASTERING
NEGOTIATIONS**

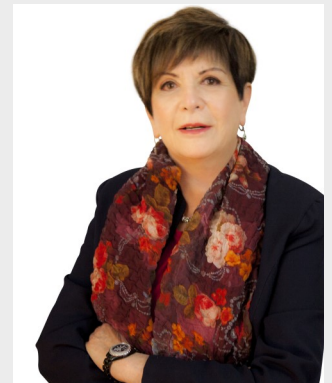


SHARON M. WEINSTEIN
AND STEPHEN WEINSTEIN

You've seen it happen...someone at the table becomes emotional during a business negotiation, and the result is deadlock. Keeping your cool is the ability to control your stress and your emotions while demonstrating passion, vision, and purpose. In this interactive session, participants will learn how to build value for all parties along the negotiation journey. They will learn how voice, body language, eye contact, and personality, affect behaviors, outcomes, and communication. Through role-play, dialogue, and behavior modeling, attendees will become a part of the process, and the result. Participants will identify a negotiation situation, acquire proven techniques, and apply those techniques live.

Sharon Weinstein, CSP

With over three decades of global healthcare experience, speaking, training, and real-life, firsthand business experience, Sharon negotiated her way into The Kremlin Hospital and convinced former President Boris Yeltsin to turn over a patient care unit so that she could create an International Department. She directed the Office of International Affairs for Premier, an 1800- hospital alliance, for over 10 years, and founded the International Leadership Institute. The author of the award-winning, B is for Balance, 2nd edition, 12 steps..., Weinstein's work has been shared with participants across the country and around the globe.



Three Main Core Competencies

Strategic Thinking, Communication, Decision Making

This course is appropriate for:

C-Suite, Senior Executive, VP, Directors

Learning Library assets included:

e-book "Go For It... Mastering Negotiations"

For more information or to register, visit www.LeadershipUSA.biz or call 303-471-7401