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CCIM Calendar of Events

July 17, 2014 - Connecticut

Preparing to Negotiate 2014

Online Course

This interactive course introduces you to a proven negotiations process using the CCIM Interest-based negotiations model. This model, customized to the commercial real estate environment, presents you with concepts, interactive practice opportunities and quizzes, as well as a scenario-based practice exercise throughout the course.

After completing this course, you will be able to:

Apply the CCIM Interest-based negotiations model to your negotiations preparations.

Interpret CCIM Interest Analysis Chart elements, and consider creative solutions for identified interests and issues.

Assess risks and action plans for potential conflicts.

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