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## **CCIM Institutes' Advanced Negotiation Workshop to be held November 6-7th at the Hilton Garden Inn**

October 15, 2008 - Front Section

Developed for CCIM and offered through the Robert Ward Center for Real Estate Studies, this two-day Advanced Negotiation Workshop is designed to equip you with negotiation skills unmatched in the commercial real estate industry and will be held November 6 - 7th. Session topics include:

- \*Â Advanced negotiation theories
- \*Â Stakeholder interest analysis
- \*Â Tactics on presenting offers
- \*Â Strategies to client acceptance
- \*Â Understanding risk and imposing consequences
- \*Â Ways to present counter offers and closing techniques
- \*Â How to create negotiation frameworks
- \*Â Techniques designed to mediate "difficult people"
- \*Â Complimentary Negotiation Model Software

You'll also receive a complimentary copy of the CCIM Negotiating Model software. This software, valued at \$250, will be used as part of the two-day workshop and will also serve you as a reference tool for future negotiations.

To register online or for more info:

[www.ccim.com/education](http://www.ccim.com/education) or call (800) 621-7027.

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