

*The most important trip you may take in life is meeting people half way.* (Henry Boyle)

# Paula Pace, M.S.

Trainer, Speaker, Coach  
Author

*Focusing on:* Negotiation Skills

Regarding negotiation in the workplace:

Managers can spend as much as 20% of their time dealing with conflict and resolution, primarily through the process of negotiation. Dr. Joseph F. Byres says *“the time spent in negotiation (20%) probably affects the other 80% of a manager's time and the time of his or her subordinates. Therefore, it is only logical to make time spent in negotiation as effective as possible.”*

Regarding customers and clients:

For a lasting client relationship, it is important that both parties come away from negotiations with a sense of satisfaction. When both parties are satisfied, they have a desire to continue working together! Learn how to achieve a win-win situation through the process of negotiation.

Paula brings to your organization over twenty years of training experience ranging from academia to corporate America. From technical seminars to public communications, Paula has designed and developed successful training programs for major national and multinational institutions.



*Call Paula Pace at  
402.466.2559, or  
402.430.0710*

## *Additional Classes:*

- Presentation Skills
- Team Presentation Skills
- Sales Presentations
- Business Protocol
- The Leader As Communicator
- The Leader As Facilitator
- Interpersonal Agility
- Business Writing

## *The Format:*

One and Two day classes

## *Other Things You Should Know:*

- Our goal is to build skills which will increase your bottom line.
- Classes are designed to integrate on-the-job experiences.
- Classes consist of a carefully crafted combination of theory and practice.
- Participants are encouraged to explore the impact of their individual leadership styles and personalities.
- Classes are designed to create safe environments in which participants can stretch their current skills to embrace new concepts, practice new skills and share ideas.

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