



**The Roane County Chamber of
Commerce and SCORE present**

The Lunch and Learn Workshop Series

Negotiation Basics:

Getting the Best Deals for Your Business

Topics covered include:

Critical factors for successful negotiations

The three stages of a negotiation

Five prerequisites of a good negotiator

Managing your concessions

Negotiation gambits - how and when to use them

Two critical things to control during negotiations

Pitfalls to avoid when negotiating

How to ensure a 'Win-Win' outcome

Tuesday, September 28th, Noon – 2 p.m.

Space is limited so call 865-376-5572 to reserve your spot now!

Free to Chamber Members; \$35 to Non-Chamber Members

Lunch will be provided