



Grace Judson



Negotiation for Nice People: achieve your goals and strengthen your relationships

You'd rather compromise than risk damaging important relationships.

You're frustrated because people don't respond when you ask for what you want.

You'd *really* like to be able to achieve your goals without being viewed as demanding, pushy, or tough.

And you'd *love* to walk into tough business negotiations feeling calm, confident, and prepared for whatever might happen.

In this session, participants will

- ◆ Discover the relevance of *tactical empathy* in tough negotiations
- ◆ Realize why traditional negotiation practices often lead to dissatisfaction on all sides
- ◆ Learn new tools for empathetic understanding and their application to negotiation
- ◆ Become a better negotiator than you ever expected - without damaging your relationships

I'm a leadership geek on a mission to help new managers become good leaders.

And when I look back on my career and my life, it's all there. All the many things I'm interested in and have studied come together in this thing called *leadership*. And when I look at where I serve my clients best, there it is: leadership.

I speak on real-world topics, presenting practical tools that attendees can use to change their professional and personal lives.

For 16 years, I held leadership positions in global organizations. In 2005, I realized I could have a more meaningful impact as an external consultant. Since then, it's been my mission to help leaders, teams, and individuals become the leaders they truly are.

I teach at local colleges and universities, speak for nonprofit and professional groups, and I wrote the manual on navigating politics in the workplace: *Office Politics: the elephant in the conference room*.

And I'd love to come speak for your group or organization.

"Thank you for your outstanding presentation. The participants demonstrated great enthusiasm and involvement in the experiential activity you designed and facilitated. You approached a complex topic with insight and compassion, and many positive comments were expressed about your enlightening presentation."

~ Rose Lee Josephson, PhD, Faculty and Staff Services,
University of California, San Diego



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~ helping new managers become good leaders ~