

# Interest Based Negotiation

You CAN Get What You NEED

Agreement

## 4 NEGOTIATION PRINCIPLES

To maximize your effectiveness and reach agreement without giving in

## 3 CRITICAL COMMUNICATION SKILLS:

To help uncover underlying interests and concerns

2 (or more!)

## EXCELLENT, ENGAGING INSTRUCTORS

1 GREAT CLASS!

**When:** 8:30am to 4:30pm on April 4, 2012

**Where:** Room N-4830, Potomac Yards and Room C111C, RTP

**To Register:** <http://www.trainex.org/IBN>

**More information:** contact Abdel Kadry at  
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**CPRC**

Conflict Prevention and Resolution Center

agreement made easier

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