



*Empowering people through knowledge.*

**Negotiations & Conflict Resolution Overview:**

*Paving the Road* is a series of soft skills and kinetic skills programs designed by STS to *empower people through knowledge*.

*Paving the Road to Negotiations & Conflict Resolution* is an industry leading workshop, applying concepts of Interest Based Negotiations and extending the ground work for human behaviour to be applied to Conflict Resolution. Whether you realize it or not, you conduct negotiations every single day. From getting the children to go to bed to signing a deal with a large corporation.

This training is based on the principles of Interest Based Negotiations. Using current tools and techniques you will begin to effectively understand the process and application of negotiation techniques. Theory and practical exercises will be utilized.

This workshop includes:

- Introduction to Negotiations
- Interest Based Negotiations
- Role of Culture in Negotiations
- Review of DISC
- Conflict Resolution
- The Negotiation Process

**Administration:**

- Four hour introductory workshop (advanced workshops available)
- Materials/books will be provided.
- Certificate of participation will be issued upon successful completion.
- This Module requires a pre-requisite of Human Behaviour Analysis (Effective Communications)
- Module fee \$80 each.

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