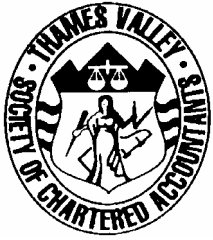


CAB (TVSCA's Chartered Accountants in Business)
Present:

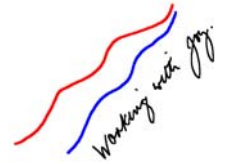


NEGOTIATION SKILLS

Thursday 26th April 2007

The Oxford Centre, Oxford

£20 + VAT p.p.



www.workingwithjoy.com

Registration, Networking & Sandwich Buffet: 6.15pm – 7.00pm

Workshop: 7.00pm – 9.00pm

NEGOTIATION SKILLS

We all learn to negotiate when we are very young, and often that is the way we continue. As adults, however, we deserve to negotiate in a way that generates fair outcomes that we feel we deserve rather than being "outsmarted" and coming off worst. This workshop will teach you the rudiments of:

- How to negotiate confidently through proper preparation
- The 6 essential ingredients to successful negotiation
- The 4 basic rules to understanding who you're dealing with and to deal with them most effectively
- Maintaining grace under fire

SPEAKER: JOY AINLEY, 'WORKING WITH JOY'

Joy Ainley is a Behaviour Change Specialist. Her background is in the city, as a CFO and Change Manager in the financial and commodities industry. Within "Working with Joy", she enables directors of SME's and large corporations to optimise their personal performance and that of their companies.

For further information contact Sue Pye. Tel: 01737 773863 Email: sue.pye@icaew.co.uk

✂

TVSCA CAB NEGOTIATION SKILLS WORKSHOP BOOKING FORM

Booking form to be received by Monday 23rd April 2007

Send to ICAEW SE Region, 3000 Cathedral Hill, Guildford, GU2 7YB

I enclose a cheque payable to **TVSCA** for £ _____ (A VAT receipt will be issued)

Name(s): _____

Firm/Co Address: _____

Day Time Tel: _____ Email: _____

ICAEW Membership No (s) if applicable: _____

Booking & Cancellation Policy: If you are unable to attend for any reason, you are welcome to send a substitute. Please notify this office by phone and then confirm in writing if you have to cancel. Refunds of 50% of the ticket price will be made where written confirmation of cancellation is received **one week** before the event. We regret that no refunds can be made after this date. Every effort will be made to run the event as advertised. TVSCA reserves the right to amend/cancel the event, in which case the liability is restricted to the ticket price paid.

Data Protection - our commitment to you. The protection of personal privacy is an important concern to the ICAEW, and any personal data collected on this form will be treated in accordance with current Data Protection legislation. Our Data Protection Policy can be found at www.icaew.com. The information on this form is collected