



Hot Topic Session Abstract
Annual Executive Business Forum
June 4 - 6, 2018

Session title:

The Art of Negotiation

Presenter:

Marcus Olsen, VP Purchasing, Leggett & Platt

Session description:

From selling to buying to working on projects with your peers, a prerequisite for success in supply chain management is the art of negotiation. In this session, you will learn the difference between position-based and interest-based negotiations, as well as tips to help you get what you want as you negotiate your way through your business and life. You will also have the opportunity to practice the skills you learn on your peers. Tom Frese, Solera and Ryan Ilges, Worldwide Express will lead an interactive session.

In this session you will gain the secrets of...

- Understanding the difference between positions and interests
- Learning a step-based approach to achieving your interests
- Generating a win-win situation that satisfies your needs
- Understanding snags can potentially derail negotiations