

Negotiation Basics



Learn how to negotiate with confidence every time.

Join C.A.R. Education for an exciting 4-hour course - the first in a two-part series that provides tools and information to help you understand the fundamentals of negotiation with different theories of how to negotiate.

The class includes factors that affect the negotiation process, how to overcome difficult situations, and how to work with difficult people. During the last part of the course you will have the opportunity to practice your new skills in mock negotiation exercises.

Negotiation Basics for REALTORS®

Attend this course to:

- Identify factors affecting the negotiation process, such as cultural/economic differences, morals, personal traits, and environmental factors
- Effectively prepare for a negotiation by identifying and evaluating goals
- Utilize, identify, and successfully respond to common negotiation strategies and tactics
- Overcome obstacles and successfully close (and know when to “walk away” from) the deal
- Identify ethical issues in negotiation and avoid engaging in unethical behavior
- Develop and strengthen basic negotiation skills to provide better outcomes for you and your clients

May 23, 2023

9:30 AM - 1:30 PM

Virtual via Zoom

**Instructor: Curtis Doss,
C.A.R. Certified Instructor**

Members: \$80

Non-members: \$95

Register on the member portal!

Non-members call 510-848-4288 to register.
No refunds or exchanges.