



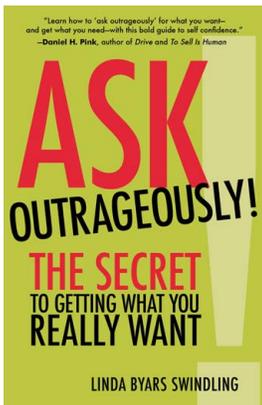
# LEADERSHIP USA®

## FEATURED FACULTY

### MONTHLY MEMBERSHIP SEMINAR

## Leadership is a Series of Negotiations

### How Leaders Can Effectively Negotiate Anything from Big Deals to Workplace Drama



More than ever, leaders' days are spent negotiating. They hammer out the terms of a deal, control costs, solve clients' problems and work with other teams as well as lead their people and projects. For you, negotiation may mean influencing key decision makers, asking for additional resources and being recognized for the value you provide. Leadership is a constant negotiation. Learn how to become a better negotiator and leader using these research-backed tactics and proven strategies that work. Leave with the tools you need to help attract support for your ideas and to reach winning results with integrity and confidence.

#### Linda Swindling, JD, CSP

Negotiation speaker, author and expert Linda empowers leaders to negotiate everything from big deals to workplace drama using proven strategies that drive results without driving others away. A respected mediator and "recovering" attorney, Linda learned to negotiate from her experiences in the courtroom and boardroom and through Harvard's Program Teaching Corporations to Negotiate. Linda also spent years advising and coaching CEOs and key executives while a Vistage Chair. Her engaging programs are based on original research and more than two decades of experience. Linda is a frequent media guest and the author of more than 20 books.



#### Date To Be Determined

Registration: 8:30 AM | Session: 9:00 AM - 2:30 PM

#### The Curtis Ballroom at the Landmark

5345 Landmark Place, Greenwood Village, CO 80111

#### Competencies:

Influence and Persuasion,  
Problem Solving & Decision  
Making, Executive Presence

Most Appropriate: Level 1

Next Appropriate: Level 2