



## THE EXECUTIVE LINK: Internal Negotiations

In an effort to demonstrate our commitment to providing value to our executive-level members, CMA Ontario is offering this highly informative knowledge and networking session exclusively for your peer group, regarded as **THE EXECUTIVE LINK**.

The Rolling Stones said it well: “*You can’t always get what you want, but if you try sometimes, well you might find, you get what you need.*” Negotiating with internal partners, peers and management won’t always end with what you want, however, attending this session will provide some tools to improve your results.

### Key Learning Outcomes:

- Learn to identify key motivators for all parties
- Review the 3Ps of negotiating
- Gain a critical negotiation tool

**Who Should Attend?** This course will benefit anyone who wants to improve their skills at getting buy-in from above.

### Presenter: Heather Colquhoun

**Heather Colquhoun** is an experienced trainer, facilitator and mediator with a focus on multicultural and generational diversity in the workplace. Heather’s experience includes developing and delivering training in the corporate, non-profit and post-secondary school settings, as well as facilitating interpersonal and multi-party conflicts. She has spent 13 years working with individuals and organizations during career transitions, and provides coaching and training on various aspects of both individual and organizational change.

### **Date:**

Tuesday, April 26, 2011

### **Location:**

CMA Ontario - Microsoft Dynamics Business Lounge  
70 University Avenue, Ground Floor  
Toronto, Ontario M5J 2M4  
(416) 977-7741

### **Time:**

7:30 a.m. to 8:00 a.m. – Networking Breakfast (Continental)  
8:00 a.m. to 9:00 a.m. – Presentation  
9:00 a.m. – Interactive Question & Answer Session

### **Cost:**

\$65.00 plus HST

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**REGISTRATION:**

To register online please visit the CMA Ontario Member Portal at <http://members.cma-ontario.org>.

To register by email or fax please complete the form below and send to Leena Rosenberg at 416-977-1365 (fax) or [lrosenberg@cmaontario.org](mailto:lrosenberg@cmaontario.org).

Guests (non-members) may register by email or fax by completing the form below and sending to Leena Rosenberg at 416-977-1365 (fax) or [lrosenberg@cmaontario.org](mailto:lrosenberg@cmaontario.org).

**CPLD:** 2 credits

**[The Executive Link: Upcoming Knowledge and Networking Events](#)**

To register for the upcoming sessions please visit <http://tel.cma-ontario.org/networking>

TOPIC	DATE	TIME
Executing Business Strategies in a Governmental Organization	Tuesday May 24, 2011	7:30 a.m. to 9:30 a.m.
Social Media in the Workplace: Developing an Effective Social Media Policy	Tuesday June 28, 2011	7:30 a.m. to 9:30 a.m.

**REGISTRATION FORM**

Please fax or email your registration form to Leena Rosenberg, Tel :(416) 204-3140 or (800) 387-2991 ext 140, Fax (416) 977-1365, [lrosenberg@cma-ontario.org](mailto:lrosenberg@cma-ontario.org)

**THE EXECUTIVE LINK: Internal Negotiations – April 26, 2011 –  
7:30 a.m. to 9:30 a.m.**

**CMA Ontario – Microsoft Dynamics Business Lounge – 70 University Avenue – Toronto**

Name: \_\_\_\_\_ I am a Member:  I am a guest (non-member):

Member #: \_\_\_\_\_ Tel: \_\_\_\_\_

Guest Name(s): \_\_\_\_\_

Credit Card (Visa/MasterCard/AMEX): \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Dietary Restrictions: \_\_\_\_\_

**No refunds for cancellations after April 19, 2011. Substitutions accepted at no charge.**

Visit [www.myCMAcommunity.com](http://www.myCMAcommunity.com) to discuss the latest business trends and share insights and best practices in management accounting with fellow Certified Members and Candidates.

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