

Negotiations For Mechanical Contractors Powerful Methods To Boost Your Success

presented by Majid Samarghandi

DATE: Thursday, February 14, 2019

PLACE: Utah Career Center, 640 N. Billy Mitchell Road, Salt Lake City, UT 84116

TIME: 12:00pm-4:30pm

COST: FREE

REGISTRATION DEADLINE: Monday, February 11, 2019

EDUCATION CREDIT VALUE: 4 Contractor & Plumber Professional Credit Hours

About the Course

Whether you're a company principal, executive, or project manager negotiations are critical to a project's success. Even with years of experience, we're often left with questions about the effectiveness of our negotiations. Could I have gotten more from the deal? Have I been taken advantage of? Will the deal last? One of the most powerful tools you can have is the ability to negotiate with confidence.

Upon completion of this seminar, participants will be able to:

- Plan for an effective negotiation.
- Analyze potential clients.
- Turn a bargaining session into a more positive outcome for your company.

This training builds on your existing negotiation experience to improve your future performance. No one is born a great negotiator. It's a skill that must be learned and practiced. This seminar will provide you with a variety of practical strategies to become a successful negotiator.

About Majid Samarghandi

Majid Samarghandi has over 35 years of experience in the construction industry, with commercial, industrial, governmental, educational, & institutional segments. In 1983 he accepted the Project Manager position for the Procter & Gamble World Headquarters in Cincinnati. After the successful completion of this project, he joined a local company as President where he later became owner. After the sale of this company, Majid along with several partners started Triton Services where he holds the position of Chairman and CEO.

He has a Bachelor of Science degrees in Mechanical and Civil Engineering, a Master of Science in Construction Management and a Ph. D in Construction Management. He holds HVAC, Plumbing, Hydronics, and Refrigeration contractor licenses and a Master HVAC contractor license. Majid co-authored a Construction Cost Guide for the United States Corps of Engineers and teaches courses in Construction Management at the University of Texas, in Austin; has taught Construction Law at Allied Construction Industries, in Cincinnati; and guest lectures at University of Cincinnati and Miami University.

REGISTRATION

NAME: _____

ADDITIONAL ATTENDEES: _____

COMPANY: _____

PHONE NUMBER: _____

EMAIL ADDRESS: _____

SIGNATURE: _____

Return forms to the UMCA office by Monday, February 11, 2019. If you have any questions or requests please contact the UMCA Office at the number listed below.



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REGISTRATION DEADLINE
MONDAY,
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