

It Ain't the Price - It's the COST, Stupid!

Negotiation Seminars, Spring 2006

Cabot Microelectronics is sponsoring two days of negotiation training this spring to improve results with suppliers and reinforce the company initiative on Strategic Sourcing. Robert Menard of Dallas, TX will lead the sessions scheduled in Aurora on Wednesday, April 19 and Thursday, May 25, at which time participants will report on the concepts applied from the April session.

The program, entitled "*It Ain't the Price, It's the COST, Stupid!*" will feature the **Total Cost of Ownership** approach. Each participant will receive Menard's Book, You're the Buyer - **You Negotiate It**, as well as copies of his CD sets. To customize this program to personnel needs and interests, he will be calling several folks to obtain input and design exercises around Cabot-specific issues. Menard's seminars are extremely interactive and participant driven, and he encourages anyone to contact him with special requests or questions at 214.663.8141 or at RobertMenard@RobertMenard.com



**Sell for a dollar, earn a dime - Save the same
dollar, earn ten dimes**



www.RobertMenard.com

www.YouNegotiateIt.com

Robert Menard is an author, speaker, and noted purchasing and negotiation expert. He has delivered over 1,500 seminars, workshops, and keynotes for corporate, institutional and public clients in the US and abroad such as:

- ISM and APICS chapters around the US...
- Atofina Petrochemicals
- Parkland Hospital
- Lehigh Pacific Cement
- United Rentals
- Warehouse Education and Research Council
- Energia Petrobas
- Alabama Governor's Conference
- Gourmet Award Foods
- Dormitory Authority of the State of NY
- City of San Antonio
- BNSF Railways
- Canadian Precast/Prestressed Concrete Institute
- Portland Cement Association