

## Negotiation Training Seminars Summer 2006

### *It Ain't the Price – It's the COST, Stupid!*

Schlumberger will provide two days of negotiation seminars for supply chain pros this summer to elevate skill level, raise the comfort threshold, and improve performance of personnel with varied backgrounds and experience. The training program will be customized to Schlumberger's workplace by Robert Menard of Dallas, TX who will lead the sessions in Sugarland on Monday, June 26 and Monday, August 07. Between seminars, participants will complete exercises for discussion at the August meeting, including demonstration of workplace applications of concepts acquired in the June session.

To identify needs and interests, Menard will contact several folks in advance so that the program called, "*It Ain't the Price, It's the COST, Stupid!*" so he may incorporate your input into the program's exercises and other content. Everyone will receive Bob's book, You're the Buyer – **You Negotiate It**, and copies of his 3-CD set on Communication and Personality management and his 2-CD set on Negotiation Tactics.

Menard's seminars are extremely interactive and participant driven. He encourages anyone to contact him with special requests or questions at 214.513.8484 or at [RobertMenard@RobertMenard.com](mailto:RobertMenard@RobertMenard.com)



**Robert Menard, CPP**

Author of

**You're the Buyer –  
You Negotiate It!**

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:

- Atofina Petrochemicals
- ISM and APICS chapters in the US and Canada
- Energia Petrobas
- Cabot Microelectronics
- Lehigh Pacific Cement
- United Rentals
- Warehouse Education and Research Council
- Alabama Governor's Conference
- Dormitory Authority of the State of NY
- City of San Antonio
- BNSF Railways
- Canadian Precast/Prestressed Concrete Institute
- BASF Corporation