

## Negotiation Training Seminars Fall 2006

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

**A**erojet will provide two days of training seminars this fall to elevate skill level, raise the comfort threshold, and improve performance of supply chain management personnel. The seminars will be customized to Aerojet's workplace by Robert Menard of Dallas, TX who will lead the sessions in Redmond on Thursday, October 12 and Thursday, November 02. Between seminars, participants will complete exercises for discussion at the November meeting, including demonstration of workplace applications of concepts acquired in the October 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 you to contact him with your requests or questions at 214.513.8484 or at [RobertMenard@RobertMenard.com](mailto:RobertMenard@RobertMenard.com)

Expect a call from him the near future on how best to serve you. Thanks for your help.



**Robert Menard**

**Certified Purchasing  
Professional**

**Author of**

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

Robert Menard is an author, trainer, and purchasing & negotiation expert with over 1,500 seminars and keynotes for corporate, institutional and public clients in the US and abroad such as:

- Schlumberger
- Atofina Petrochemicals
- Energia Petrobas
- Cabot Microelectronics
- Lehigh Pacific Cement
- United Rentals
- Institute of Supply management
- Alabama Governor's Conference
- Dormitory Authority of the State of NY
- City of San Antonio
- BNSF Railways
- Canadian and US Precast/Prestressed Concrete Institute
- BASF Corporation