



CCIM Negotiations course offered during NYSCAR Conference

May 28, 2013 - Front Section

The Upstate New York Chapter of CCIM will be presenting the Interest-based, Negotiations Model developed by the CCIM Institute's award-winning Ward Center for Real Estate Studies which provides higher education for today's real estate profession. The course will be held on June 3, beginning at 8:30 a.m., at the start of NSCAR's Annual Conference, being held this year at the Turning Stone Resor.

"Learn new, proven strategies to client acceptance that will get you out of the 'high/low game' and other tactics that can derail a successful transaction," said Edward Gallacher, CCIM Chapter president. "Interest-based negotiation is a three-step process that brings discipline to your negotiation strategies."

It involves identifying:

- * What parties are involved in the negotiation, and what are they seeking?
- * What can we do to get the other parties what they need, so that we can get what we want?
- * What happens if there is no agreement?

According to Gallacher, "Through an interactive case study format and role play, you will learn to:

- * Satisfy the interests of parties involved in the negotiation (without sacrificing yours);
- * Develop strategies for identifying and addressing challenges in a principled, transparent manner;
- * Maintain a collaborative approach to negotiations;
- * Effectively communicate the consequences of not reaching an agreement ."

Teaching the one-day workshop will be veteran instructor Joe Larkin, CCIM, CIPS, MCR, SIOR, president of Larkin Commercial, Inc. a commercial and investment real estate firm headquartered in Albany.

Joe believes giving back to the real estate industry is very important. He started teaching in 1993 and his philosophy on teaching is to first to understand the concepts, then relate the concepts to the real world. He is a senior instructor for the CCIM Institute and teaches courses across the United States, Canada, Russia, Poland and China.

For more information about the course and to register, go to:
<http://www.ccim.com/education/course/CREN/CREN003>.

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