



The Science of Persuasion, Influence and Negotiation

Presented by Martin Medeiros



Friday, June 21, 2019,
8:30 a.m. to 5:00 p.m.

2WTC, World Trade Center
25 SW Salmon St
Portland, Oregon 97204

Attendees will receive

- 8 Leadership PDUs
- Breakfast & Lunch

Pricing

- \$425 Non-members
- \$325 Chapter Members
- \$175 Chapter Student Members
- \$25 Early-bird Discount for registrations by 4/30/2019
- \$50 Late Fee for registrations after 6/12/2019
- Registration closes 6/21/2019

For more information and to register

<http://pmi-portland.org>
workshop@pmi-portland.org

The Science of Persuasion, Influence and Negotiation for Project Managers:

Improve your ability to communicate and obtain your needs in the world.

Learner Outcomes and Objectives:

- Learn their personal “why” in using persuasion, influence and negotiation.
- Learn the three subsystems of negotiation.
- Practice the eight points of how to draft a negotiation strategy.
- Learn five groups of tactics and how to handle them.
- Learn how the media, room, physical and body elements impact outcomes.
- Practice how to communicate influentially and persuasively.
- Learn in detail, the current research on the mechanism of persuasion.
- Practice setting up room layouts to increase probability of effective negotiation.

About the Presenter

Martin Medeiros started his research in 1999 to remove frustration and stress experienced with deals and disputes. He mastered methods for determining objective probabilities with the best strategies in transactions and disputes needed in the information economy. But this was not enough. His research then turned on tempering this objective focus with human behavior, which can be subjective and irrational. Now the model is complete.

Speaking at start-ups, Fortune 500 companies, Am Law 100 firms, trade association meetings, strategic investment associations, universities, non-profits, and healthcare providers, Martin also presented to hundreds of attorneys as a Board Member of the Oregon Law Institute at Lewis and Clark College of Law from 2003-2015 and as Chair of the Technology Law Section of the Oregon State Bar. Martin's skill as a keynote speaker and teacher were forged on the anvil of this unique experience.

Martin Medeiros takes the stage with stories and humor. Anyone can lose bad negotiation habits, avoid losses and build value - if you know how. Martin has closed thousands of deals and disputes using a systematic approach. While we do have proprietary tools, we also publish our data and teach what we do to increase positive negotiation outcomes.