



THE STROME COLLEGE OF BUSINESS WEBINAR SERIES

ODU STROME INSIGHTS

“Achieving Your Objectives During Negotiations”

April 24, 2024, at noon EDT via Zoom

Dr. Aaron Arndt, Strome College of Business marketing professor and chairman of the Thurmond School of Professional Sales and Negotiations, will share tips and tools for how to succeed during negotiations.

Participants will learn:

- An overview of other sources of negotiating power;
- Recommendations for overcoming objections and making concessions;
- How to close negotiations effectively; and
- How the negotiation process impacts outcomes.



Register Today!