

# THE ART OF NEGOTIATION

## PRACTICAL INFORMATION

Micro-WIL offered in collaboration with the Port de Saguenay and the Université du Québec à Chicoutimi (UQAC)

A completed micro-WIL allows you to obtain a certificate of achievement from the Université du Québec à Chicoutimi (UQAC).

## DESCRIPTION

Negotiation is a very useful tool in productive workplaces. It allows managers and professionals to generate a series of discussions to reach a satisfactory agreement with partners and suppliers. However, not all negotiation skills are innate. There are strategies that can be used to promote good negotiation.

This micro-WIL will allow you to acquire and deepen general knowledge, both theoretical and practical, of the dynamics of negotiation, as well as to foster the development of good behaviour in a negotiation context.

### Format :

- Date: 13 April , 2022
- Time: 06:00 pm (EDT)
- 100% virtual
- Free
- In French
- Limited seating

- Seats are randomly assigned regardless of registration date and time

### **Registration criteria :**

- Be a college or university undergraduate student enrolled in a Canadian educational institution.

### **Requirements for successful completion of the micro-WIL:**

- Be present for the entire duration of the micro-WIL
- Complete the practical work
- Estimated time to complete the practical work: 1h
- Can be written in English or French
- The format of the assignment will be sent to you at the time of the micro-WIL
- Due date for the practical work: April 20th at 11:59pm

### **Micro-WIL given by :**

- Stéphane Bédard, lawyer. Mr. Bédard is a lawyer with the firm Gauthier Bédard in Chicoutimi. He practices in the fields of business law, labor law, institutional law and strategic consulting. His expertise is unique in negotiation, crisis management and knowledge of the structures of the Quebec government. He sat in the National Assembly for 17 years and was in the Government of Pauline Marois, President of the Treasury Board, Minister responsible for Government Administration, Minister responsible for the Saguenay-Lac-Saint-Jean region and Government House Leader. He had Act 1 on integrity in public contracting adopted, substantially modified the management process of major projects of the Government of Quebec as well as the staffing of the Quebec public service.
- Carl Laberge, President and CEO of Port Saguenay

### **Benefits of this micro-WIL:**

- Improve your CV and LinkedIn profile
- Meet passionate experts

*\*This activity is made possible through federal funding from Innovation, Science and Economic Development Canada and through BHER*

## **FORMAT**

- Room : Online
- Subject : Negotiation skills
- Level : College/CEGEP and University (undergraduate)
- Starting date : 2022-04-13
- Starting time : 18:00 (HAE) / 6:00 p.m. (EDT)
- Duration : 2h
- Cost : Free
- Number of places : Limited
- Language(s) : French

514.552.9512 | [support@placementspot.ca](mailto:support@placementspot.ca) | [placementspot.ca](https://placementspot.ca)  
673 rue Saint-Germain, Montréal (Québec) H4L 3R6 Canada

