Presents
The 2011 Summer Seminar Series for McCormick Graduate Students

Negotiation Strategies Before, During, and After the Job Search

Join Master of Engineering Management Professor Mark Werwath to understand the basic skills of negotiation – through both a lecture and case study.

Dr. Werwath brings a rich background of industry experience from companies such as Motorola, Northrup Grumman, Pro-Lima Consulting, and WMS Gaming.

Dr. Werwath’s Biography

Due to case study limitations there is a capacity of 40 students for this event.

When: Wednesday, July 6th
12:00 – 1:00 p.m.

Where: Ford ITW Classroom

Extras: Lunch will be provided

*Bring: Prepared Case Study Role

Participants will be emailed their case study role in advance.

Please RSVP by Friday, July 1st to http://www.surveymonkey.com/s/MCDnegotiation