

JIM THOMAS

Kenote Topics

Negotiate to Win **How to Get the Best Deal Every Time!**

From the profusion of negotiation theories, strategies, ploys, and gambits, Jim Thomas, "America's Negotiating Coach," has extracted the techniques that work, again and again, in the real world. They're packed into this intense, irreverent, boisterously funny presentation. **Negotiate to Win** has helped tens of thousands of participants negotiate their way to greater success. Jim's fresh, bold approach to negotiating combines potent techniques with his extraordinary personal experience and spellbinding style. You'll be entertained as you learn how to **Negotiate to Win**.

No two **Negotiate to Win** presentations are ever the same. Because the needs of every audience are different, Jim customizes every talk he gives. However, if your group's issues and requirements are particularly specialized and homogeneous, Jim can deliver a **Negotiate to Win** program focused exclusively on those concerns. **Negotiate to Win** can be customized for salespeople, purchasing professionals, women, executives, information systems professionals, engineers and scientists, labor relations professionals, and other groups with special interests.

Everyday Negotiating

The things you need to know. ONLY the things you need to know.

Good negotiating isn't just about business or government. Life is a series of negotiations, and all of us are negotiators. In fact, almost all of our dealings with others call for some sort of negotiating. In **Everyday Negotiating**, Jim gets down to the basics and puts negotiating in terms everyone can understand. With wit, charm, intensity, and wisdom, he provides the key concepts and nitty-gritty tools that help even the most inexperienced, hesitant participant hammer out a better deal — with children, spouses, parents, contractors, salespeople, and anyone else — every time.

Negotiate to Win Around the World

Americans' lack of negotiating skill is especially glaring when we bargain abroad.

Learn why foreigners see Americans as sitting ducks — and what we can do to fix it!

A rapidly shrinking globe makes intercultural negotiating more and more important. America's hottest markets are often offshore, and opportunities abroad are immense. But dealing with the negotiating styles of other countries takes special care and attention. In **Negotiate to Win Around the World**, Jim shows how improving our international negotiating skill is a matter of the utmost practical, dollars-and-cents importance. He contrasts the negotiating styles of other cultures and countries with the American approach, and details what our aversion to negotiating is costing us on the world stage. Jim then identifies a comprehensive action plan to rapidly bring Americans up to world-class standards.

Negotiate to Win Around the World Customized for Specific Regions, Nations, and Cultures

Bring world-class expertise to negotiations in a particular cultural area, region, or nation.

In **Negotiate to Win Around the World**, Jim gives participants a broad, well-rounded understanding of today's best international negotiating practices. In some situations, however, participants' needs may focus on the unique negotiating circumstances of a particular cultural area, language group, or nation. Jim can tailor **Negotiate to Win Around the World** to help your negotiators succeed anywhere in today's global marketplace. Covering up to three regions, nations, or cultures per hour, Jim will help your audience understand the cultural, ideological, political, bureaucratic, trade, legal, and tax issues governing negotiations in your region(s) of interest.

Confessions of a Professional Negotiator

A hilarious, captivating, sometimes shocking tell-all expose of what it's *really* like to negotiate for a living.

For three decades, leading companies and government agencies have chosen Jim to negotiate their most important agreements. In **Confessions**, Jim puts the audience right next to him at the bargaining table. **Confessions** is the real deal:

Jim Thomas at his relaxed best, a keynote that is both his and his audiences' favorite. In this magical, intimate, folksy, sidesplitting, and sometimes very poignant talk, Jim gives participants the view from the inside. Audience members feel as if Jim is talking to them personally as he reveals the incredible details of some of his best-known negotiations, including the surprising idiosyncrasies of a number of famous negotiators.