



## The Five Challenges of Architect Negotiation: Strategies to Deal with Them

### Course Description

Architects report that five challenges routinely stymie their negotiations: fear of clients, fear of risk, fear of confrontation, fear of leaving money on the table, and fear of losing. The seminar meets those challenges head on and gives participants implementable strategies to manage them.

### Learning objectives

- Recognize the skills architects have that can help clients avoid failure;
- Develop skills to handle upset people and upset projects;
- Build client-based negotiation strategies for developing fees, planning concessions, and achieving project success.

**Course Date: Saturday, October 24, 2009 8:30 am - 4:00 pm**

**7.5 CORE  
learning hours**

**Location** Capital Hill Hotel & Suites ([map](#))  
88 Albert Street  
Ottawa, ON K1P 5E9  
Phone: (613) 235-1413

**Registration Deadline October 16, 2009**

The OAA reserves the right to cancel courses due to unavailability of speakers or insufficient enrolment. Should a course be cancelled, a full refund will be provided.

|                          |                           |
|--------------------------|---------------------------|
| Name _____               | Firm _____                |
| OAA Licence Number _____ | AIA Licence Number _____  |
| Telephone (_____) _____  | Email _____               |
| Special Diet Needs _____ | Other Special Needs _____ |

### Registration Fees

Includes breakfast, lunch and refreshments.

For OAA members  
\$300.00 + 5% GST = \$315.00 \_\_\_\_\_

For Non- OAA members  
\$375.00 + 5% GST = \$393.75 \_\_\_\_\_

**Priority will be given to OAA Members**

### Payment / Fax to 416 449 5756

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#### Please mail cheques to:

Continuing Education Program  
Ontario Association of Architects  
111 Moatfield Drive, Toronto, ON M3B 3L6

**Cheque payable to:** Ontario Association of Architects. Cheques must be received **3 days before session**. Registration for programs will be processed **with payment only**. An individual will not be officially registered without receipt of payment. A full refund, less a \$25.00 plus GST administrative fee, will be provided to program registrants who cancel up to 48 hours prior to the program. Less than 48 hours to the program **substitutions only** are welcome.