



Course Director:
Prof Manie Spoelstra



INTERNATIONAL NEGOTIATION ACADEMY
Negotiation: The Genesis of Management

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DATES 2012

INTENSIVE NEGOTIATION SKILLS PROGRAM

05 – 07 MARCH 2012	GAUTENG (SA)
07 – 09 MAY 2012	GAUTENG (SA)
23 – 25 JULY 2012	GAUTENG (SA)
10 – 12 SEPTEMBER 2012	GAUTENG (SA)

COURSES FEES:

The all-inclusive Courses fees for the above-mentioned courses in 2012 are **R7 990.00**. This includes VAT, handouts and the book: "Negotiation, The Genesis of Management", by Prof. Manie Spoelstra, lunch and refreshments.

ADVANCED NEGOTIATION SKILLS PROGRAM

11 – 12 JULY 2012	GAUTENG (SA)
12 – 13 NOVEMBER 2012	GAUTENG (SA)

COURSE FEE:

The all inclusive course fee for 2012 is **R5 990.00**. This includes VAT, handouts, lunch and refreshments.

***Companies enrolling five or more delegates receive a 10% discount.**