

## Meg Myers Morgan

Associate Professor, Best-Selling Author, and Executive Coach

**The Negotiation Framework: Setting Better Terms in Life and Work.** Negotiation is not only a useful skill that can be learned, it is a framework that can change the way you interact with the world. Dr. Morgan believes the art of negotiating is a process that can propel you to clarify your needs, gain confidence in your wants, and resolve any conflict needed to set better terms. This humorous and insightful talk will leave you understanding the three reasons why people don't negotiate, the three components of a successful negotiation, and the three tips to prepare for any negotiation.

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