

PAUL HINE

Negotiation Skills

Your ability to negotiate well has a large impact on both your personal and professional life. The results you achieve are determined in a large part on your negotiating skills. This practical workshop will give you those tools that are necessary in your negotiations to help you identify what is really negotiable.

Lean Principles

With the increasing pressure to reduce costs and improve delivery, one must consider the benefits of Lean – an integrated business approach to driving out non-value added activities from the customer delivery cycle in operations. Lean is a tried and tested methodology that helps companies respond swiftly and profitably to changes in customer demands. Hone your skills and learn best practices in this workshop.

ABOUT THE WORKSHOP INSTRUCTOR

PAUL HINE

Paul Hine is a motivational coach and trainer. He is President of ProfitLink, Inc. Paul helps organizations develop and implement change initiatives. He has helped several organizations turn their businesses around by assuming interim positions ranging from Director of Quality and Plant Manager to Vice President of Materials.

Through WPI's Corporate and Professional Education, Paul delivers workshops in the areas of Lean Enterprise and Leadership & Management Development including:

- Understanding and Implementing Lean Manufacturing
- Kaizen Events
- Improving Cycle Time Through Setup Reduction
- The Five Ss—Creating the Visual Workplace
- Supply Chain Management
- Negotiating Cost Reductions to Your Supply Chain
- Value Stream Process Mapping
- Improving Supplier Performance
- Improving Your Negotiating Skills
- Becoming an Effective Leader

These workshops are based upon practical experiences that can be used to improve an organization's business performance. Paul spends approximately 40% of his time teaching and 60% of his time implementing what he teaching on site at corporations.

Paul has a BS and an MBA from the University of Connecticut. He is the co-author of the book, *The World of Negotiations: Never Being a Loser*.

Recent corporate clients include: Hasbro Games, Vicor Corporation, Stratus Technologies, Nypro Inc., Nypro Mold, BIC Corporation, Karl Storz Endovision, Methods Machine,

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CooperVision, Varian, Morgan Construction, Mastex Industries, Intel Corporation, ISO New England, St. Gobain, Methuen Construction, General Dynamics, Waters Corporation, Karl Storz Endovision, JR Higgins Associates, Conigliaro Industries, CC Lewis, Methods Machine, Nypro China, United Electric and Coopervision.