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John Males  
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12724 Tierra Grande Trail  
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I'd like provide feedback regarding the Win/Win Negotiations Skills for Purchasing workshop that you conducted for our purchasing team earlier this year.

Each of the participants felt that it was very worthwhile training experience. They think the workshop was very well organized and well presented. The material and topics covered correctly addressed a variety of skills, insights and information that they think they will find useful in successfully carrying out their respective responsibilities as it applies to the purchasing function. They truly feel that their negotiation skills were enhanced and strengthened as a result of their attending the workshop.

In particular, they enjoyed the role-playing activities. They appreciated the fact that they were built around and related directly to negotiations in the world of purchasing. They think the role plays were very effective in reinforcing what they were learning in the workshop.

Lastly, they liked the atmosphere you created at the workshop and the manner in which you conducted it. While you stayed on point and made sure that the material was covered, you effectively facilitated the workshop in a way designed to create an enjoyable learning experience.

Bottom line, they are quite glad they had the opportunity to attend the workshop and think that are more effective negotiators as a result. We appreciate it.

Regards,

**Chuck Gruden**

Chuck Gruden  
Manager, Organizational Development  
Hirsch Pipe & Supply Company, Inc.