



BRAZILIAN ARMY COMMISSION
4632 Wisconsin Avenue, NW
Washington, DC 20016

To Whom It May Concern:

The Brazilian Army Commission would like to express its satisfaction with the "Win/Win Negotiation Skills for Purchasing" negotiation course, which was conducted by John Males of Fathom Corporate Training for seventeen members of the Brazilian Army Commission between February 8 and 9, 2012.

All participants in the course had high expectations going into the course. Those expectations were met and exceeded by actual course itself. The course was very well-organized, and the material was presented in an effective way, especially considering that nearly all participants in the course were not native English speakers. The course subjects covered a variety of areas and included information and skills that will prove useful to the Brazilian Army Commission in the procurement of defense materiel. The Brazilian Army Commission truly feels that its negotiation skills were enhanced and strengthened as a result of attending this course.

In particular, the participants found the role-playing exercises to be both helpful and enjoyable. Fathom Corporate Training clearly made an effort to recognize the particular position of the Brazilian Army Commission, as all the role-playing exercises focused on a variety of procurement issues, whether the purchase of products or the acquisition of services. The role-playing exercises were valuable in reinforcing the skills taught in the course and providing participants with a practical way in which to put the course objectives into practice.

Finally, it's important to note the positive atmosphere that the instructor created during the course. The instructor covered the course material in a useful and entertaining manner; he was able to stay on point while promoting the active participation of everyone present. In this way, the instructor was able to keep the participants constantly engaged in the course.

The Brazilian Army Commission recognizes the positive contribution that John Males and Fathom Corporate Training made to our organization, and expresses its deep satisfaction with the content and conduct of the "Win/Win Negotiation Skills for Purchasing" course. We highly recommend the course for any organization which seeks to improve its understanding of negotiation and increase its chances of success in its business dealings.

Sincerely,



RUI YUTAKA MATUSDA, Col.
Chief, Brazilian Army Commission