









How do people make decisions?





Implication Situation Problem
Need Payoff
Decision



Negotiation is an attempt by two parties to reach an agreement when both can vary the terms, resources are scarce and agreement and conflict exist simultaneously.





Create *momentum*
from a
standing start

The person who asks the questions controls the conversation, manages the outcome twice as effectively, and makes life easier on themselves.



Other workshops and keynote topics include:

Learn The Art of Questioning and Improve Business Development, Negotiation Skills and Conflict Resolution

Win More Yes! with Practical Leadership Skills for Any Environment

Apply the 80/20 Principle and Make More with Less

Learn the Strategic and Tactical Business Development Model and Sharpen Your Edge

The Ultimate Leadership Skill: How to Coach and Propel Your People



ELEVate
Text, Audio & Video with leadership and business development ideas you can use to reach higher.





CoachingGroups
A sign-up sheet is being passed around now.





Darren Smith | Founder/CEO

Darren probably delivers the most dramatic and powerful leadership and business development experiences for executives. He is to the executive what a carabiner is to the mountain climber. Darren helps executives reach higher levels than they could alone.

Darren has done business in 20 countries across 10 industries and has started and sold two companies. He is a graduate of Texas A&M and has university credentials in marketing, international business and executive coaching. His clients include HKS Architects, Staubach Company, the Texas Society of Association Executives, Mrs Bairds Bread and Kia Automobile.

He speaks regularly on the subjects of strategy, coaching, leadership, international business, and business development. Darren's audiences have ranged from the Business School at the University of Notre Dame in South Bend, Indiana to the local chapter of the Associated General Contractors in Austin, Texas. Lastly, Darren is married and he and his wife can successfully field a basketball team. Darren has five children.

Recent speaking engagements include:

- The Dallas/Ft. Worth Chapter of the Institute of Management Consultants
- The Associated General Contractors of Oklahoma
- The North Texas Chapter of the American Production and Inventory Control Society




Darren helps executives develop edges to win easier through consulting on strategy & business development and through executive coaching & speaking.

Cima Strategic Services

Darren Smith, CEO
 214-353-9333
 darren@cimastrategic.com


