

**Workshop:** EH: Negotiating: Cost vs. Price  
**Instructor(s):** Mike Inman  
**Date:** 4/30/2013      **Time:** 10:20 AM      **Responses:** 140

#### ATTENDANCE BY POSITION

VP\Executive	5%
Director	16%
Manager	33%
Supervisory	6%
Professional/Nonsupervisory	34%
Other	2%
No Response	4%

#### COMMENTS

- Enjoyed the class! Great job!
- I wish there would be more copies of the presentation slides.
- Best speaker I have had so far ... great enthusiasm and knowledge of topic.
- Very good presentation.
- Very good storyline! However, the traditional skill set doesn't meet the new skill requirement, such as facilitator skills, process driver, problem outsourcing, company mindset, etc.
- Incredibly valuable information, good job. Perfect development discussion topic examples were great.
- I will use pieces of this presentation to enlighten stakeholders and encourage buy-in.
- Very informative, speaker was engaged. Very beneficial and informative.
- Excellent!
- Nice refresher. Great energy.
- Would like to see a mega session on this topic.
- Excellent speaker. Good content and very entertaining.
- Presentation was very good.
- Speaker was good.
- Very knowledgeable and engaging speaker. Enjoyed listening to the real life experiences.
- Very engaging! Really appreciated the back and forth nature the speaker used. Filling in the handout helped in the learning process.
- Without a doubt, the best presentation I've attended: engaging and interesting.
- Excellent presentation, material and advice.
- Very good presenter. Very engaging.
- Some good thoughts in this presentation. As an MRO buyer, we utilize many of these concepts already.
- Very creative thinker.
- Speaker was very flexible (dealing with sound system). Speaker used good examples to support his points.
- The presentation was very good.
- Best speaker at ISM by far! Great presentation and very interactive!