



Susan Borke

susan@borkeworks.com

www.borkeworks.com

At BorkeWorks, our mission is to help organizations and individuals tap into the power of strong negotiation skills. We provide a research-based, problem-solving, interactive approach to negotiation training and staff coaching that increases employee engagement, reduces the fear of negotiation, and improves negotiator effectiveness.

“If you don’t ask, you don’t get.” Susan Borke first used this simple principle as a financially-strapped college student who needed to find a way to get course credit for an unpaid internship, without paying tuition. It was one of her first successful negotiations and helped to spark her passion for teaching this strategy, and other effective negotiating techniques, to business people of every level.

Susan Borke, the Principal of BorkeWorks is passionate about helping people develop as effective negotiators. She believes no one is born a master negotiator. Great negotiation skills come from a combination of knowledge, training, and practice. Susan has over 25 years of negotiating and negotiation training experience with domestic and international commercial companies, educational institutions, and nonprofits as a media executive at CBS and in-house counsel at National Geographic.

Susan offers presentations to transform participants into more effective and successful negotiators. She believes learning new skills should engage participants and offers highly interactive programs that get rave reviews from attendees and sponsoring organizations.

Working with Susan:

“The Negotiation Skills Seminar really allowed me to evaluate my negotiating skills and think about how I could be a better, more effective negotiator. I would recommend this class to anyone...” – Laura Ferrell, National Geographic Partners

“Susan helped to solve problems that I didn't even know I had.” – Topher Bellevia, Improv Connects

“Susan is that most rare of skilled negotiators one who has many high-powered successful negotiations under her belt and can also teach.” – Terrie Clifford, National Geographic Society