



City of Cambridge

R-8.

IN CITY COUNCIL

May 6, 2002

MAYOR SULLIVAN
VICE MAYOR DAVIS
COUNCILLOR DECKER
COUNCILLOR GALLUCCIO
COUNCILLOR MAHER
COUNCILLOR MURPHY
COUNCILLOR REEVES
COUNCILLOR SIMMONS
COUNCILLOR TOOMEY

WHEREAS: It has come to the attention of the City Council that ThoughtBridge has announced a new and exciting alliance with Miller Heiman, the world-class sales training organization known for their Strategic Selling, Conceptual Selling and Large Account Management Process programs; and

WHEREAS: In conjunction with this new alliance, ThoughtBridge is offering the next generation of their negotiation workshop, Negotiate SuccessSM; and

WHEREAS: This workshop is a two-day program focused on developing negotiation skills, and

WHEREAS: Negotiate SuccessSM provides a common language and an adaptable strategic framework to facilitate negotiations during every step of the sales cycle

WHEREAS: This event will take place on June 20-21, 2002 in Boston; now therefore be it

RESOLVED: That the City Council go on record congratulating ThoughtBridge and Miller Heiman on their new alliance and wish them great success; and be it further

RESOLVED: That the City Clerk be and hereby is requested to forward a suitably engrossed copy of this resolution to ThoughtBridge and Miller Heiman on behalf of the entire City Council.

In City Council May 6, 2002.

Adopted by the affirmative vote of nine members.

Attest:- D. Margaret Drury, City Clerk.

A true copy;

ATTEST:-

A handwritten signature in cursive script, reading "D. Margaret Drury".

D. Margaret Drury
City Clerk

R-697

RESOLUTION #8

Congratulating ThoughtBridge and
Miller Heiman on their new alliance
and wishing them great success.
**Mayor Sullivan and entire
membership**

In City Council May 6, 2002

ORDER ADOPTED.