



NEGOTIATING TO WIN™

(A 2- day workshop on how to negotiate to win while preserving relationships)

SYNOPSIS

Have you ever thought:

“I won’t give in so easily next time.”

“Nobody will get away with that again!”

“Just wait until you need something from me!!”

Or, have you ever thought:

“That was a worthwhile discussion.”

“ I like doing business with him.”

“I didn’t get everything I would have wished for but it was a fair agreement.”

Like it or not we are all negotiators. The critical question is, “How good?”

We all have no choice but to negotiate. At home, in the market place, at work, we are constantly negotiating for one thing or another. However despite lots of practice few people are truly good negotiators. “You are a born deal maker or you are not”, we tell ourselves. Wrong. Negotiation is a skill that can be taught and learned. It is the single most important and critical element to our success in building lasting and satisfying relationships, to winning competitive advantage and to making an impact on people.

SCOPE

This seminar will benefit team leaders, managers and sales people who are involved in any kind of negotiation in the work place, be it with unions, customers, employees or other managers and team leaders. Though the course is work focused the skills taught are equally applicable in non-work situations as well.

COURSE MODULAR ELEMENTS

- Planning the negotiation
- Establishing a settlement range
- Achieving a buy-in
- Identifying your own and your partner’s negotiating styles and their implications
- Improving our negotiating success: key strategies and tactics

THE NEGOTIATING MEETING

- Body language
- Eye contact
- Cultural nuances
- Dealing with aggression
- Closing the deal
- Action planning