

NEGOTIATING STRATEGIES

*Go beyond
agreement...
inspire
commitment*

In today's competitive world, anything of any value is currently owned or controlled by someone. It is not surprising therefore that many of our interactions, both personally and professionally, can be defined as a negotiation. Possessing an ability to successfully strike an effective agreement is not only a professional necessity, but a much needed life-skill as well.

Our **Negotiating Strategies** training provides participants with an abundance of knowledge regarding this essential process. The first being that there are three important phases associated with a comprehensive negotiation. Planning, strategizing, conducting and implementing a dynamic agreement are fully explored within the course outline. Planning and preparation are emphasized as critical first steps toward success. Topics covered within this phase include:

- Master the steps and format during planning and preparation
- Identify objectives – yours and theirs
- Define and prioritize negotiable issues – categorize mandatory vs. optional
- Strengths and Deficiencies – know them, capitalize on them, and strategize around them
- Concessions – Discover the one thing you should always practice when making a concession
- Strategies and Tactics – Plan them wisely
- Anticipate beyond the agreement – Emphasize commitment to implementation

In addition to the *Negotiation*, we examine the needs of the *Negotiator* ... the essential behaviors and personal style which enable the individual to transform a failing transaction into a winning agreement. We also discuss the critical aspects of trust and explore the nature of conflict, both key components within an accomplished and well-managed negotiation.

The power of our training lies within its skill-building capacity. Attendees conduct in-depth practice of the three-phase process. The dynamic case study format enables successful application of the planning and preparation principles. Face-to-face negotiations are conducted and debriefed. Feedback and peer coaching is provided at the close of each segment. Workplace application and planning occur at the conclusion of the seminar.