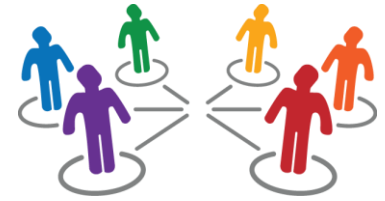


Negotiating for Results

Workshop Objectives



What is Negotiating for Results?

Negotiating is about resolving differences. People who can master the process of negotiation find they can save time and money, develop a higher degree of satisfaction with outcomes at home and at work, and earn greater respect in their communities when they understand how to negotiate well.

Workshop Contents

1. What is Negotiation?
2. The Successful Negotiator
3. Preparing for Negotiation
4. The Nuts and Bolts
5. Making the Right Impression
6. Getting Off to a Good Start
7. Exchanging Information
8. The Bargaining Stage
9. Reaching Mutual Gain
10. Moving Beyond No
11. Dealing with Negative Emotions
12. Moving from Bargaining to Closing
13. Solution Types

Workshop Wrap-Up

At the end of the course, students will have an opportunity to ask questions and fill out an action plan.

This 2 day workshop participants will teach participants:

- How often we all negotiate and the benefits of good negotiation skills.
- The importance of preparing for the negotiation process, regardless of the circumstances.
- The various negotiation styles and their advantages and disadvantages.
- Strategies for dealing with tough or unfair tactics.
- Skills in developing alternatives and recognizing options.
- Basic negotiation principles, including BATNA, WATNA, WAP, and the ZOPA.



People-
Centric the
difference
that makes the
difference in
training