



Negotiating to the Win™

OVERVIEW:

It has been said that if everyone is thinking alike, then no one is thinking. However, when you have differing opinions and wants, you have to find a way to work together. Negotiating to the Win teaches these skills in a way that will allow advantageous solutions in all types of negotiating situations.

OBJECTIVES:

To turn all participants into negotiators who can end a negotiating session with their own needs fulfilled, and having achieved the best possible solution for all parties. This will shorten negotiating time, and add value for all, creating results that are beneficial and workable.

FORMAT:

Short lectures/demonstrations augmented with group discussions. Participants will conduct in-class negotiations and perform a Negotiating Personality Assessment. Materials include a training manual for each participant that can be used for later reference and study.

TOPICS INCLUDE:

- ➔ The Four styles of negotiating
- ➔ Assessing your style and strengths
- ➔ Set up the Win before you enter negotiations
- ➔ Bonding with all parties concerned
- ➔ Handling Nerves
- ➔ Making concessions - when and why
- ➔ Dealing with their stated positions
- ➔ Body language and the visual message
- ➔ Increasing the Profit
- ➔ Making it profitable

BENEFITS TO THE COMPANY:

The company gains confident employees that are able to create productive, workable contracts with suppliers, customers, and other partnering firms. Additionally, participants are able to better negotiate through potential problems within the company, creating a more stable working environment.

BENEFITS TO THE PARTICIPANT:

The knowledge and skills to negotiate in various types of situations, increased self confidence in negotiations and the ability to advance in their career using the tools provided and skills learned.

LENGTH OF TIME:

Negotiating to the Win is available in both a 1 day and 4 hour workshop.