

Negotiation by Design

Program Overview

The ability to effectively negotiate is the key not only to your success in business but also in your personal interactions. This program, Negotiation by Design, is based on a Win-Win model of negotiation – there are no losers. The most successful negotiations are collaborative and creative.

We are experts in how adults learn. In addition to traditional classroom teaching methods, our program is highly interactive. It includes videos to reinforce the classroom materials plus experiential learning exercises and discussions.

Program Length

Two day, full day or half day programs are available.

Program Objectives

This program will teach you how to prepare quickly and accurately for any negotiating session. You will learn to identify and practice the essential interpersonal skills needed to support a collaborative discussion based on a proven Model of Negotiating Behavior. You will discover the negotiating style that suits you best and how to adapt it to the negotiation style of your negotiating partner. The program will teach you the techniques needed to deal with a difficult negotiating partner – the one that expects to win at your expense.

Proposed Outline

1. Negotiating Philosophy
2. The characteristics of the 5 Negotiation Styles
3. Preparation for Negotiation
4. Communication and listening
5. Creative and collaborative negotiation
6. Discussion formats
7. Dealing with the difficult negotiator
8. Practice and action plan

Note: Assessments and readings are recommended prior to the program.