



**'A negotiated deal is no good until both sides are willing to implement it'**

## Powerful Negotiation Skills

We all have a lot of experience of negotiation. We begin negotiating when we are small children. We negotiate bedtimes and whether or not we can have an ice cream. As we get older we negotiate with our friends and partners what movies we are going to see, what food we will eat, where we will live, how our homes will be furnished and, of course, we negotiate our salaries. We may not think of any of these situations as negotiations but that's what they are. We may have been effective in our life negotiations or we may get destroyed in every one of them but, either way, we have picked up habits, both good and bad, of how to negotiate Effectively. Powerful Negotiation Skills reviews the essential skills of negotiation and shows how to achieve a win/win in tough negotiation situations.

### WHO IS IT FOR?

- Anyone responsible for internal or external negotiations
- Experienced negotiators who do not always get the success they want in their negotiations
- It is also suitable for people who feel that their personality prevents them from being good negotiators. This course will show that is not the case



### WHAT WILL IT COVER?

This is a highly practical workshop which combines theory with practical negotiation tips and advice.

- **Win/Win does not mean give in** - In today's economic climate it is vital we pursue a true win/win strategy. Our negotiations must be a true search to meet as many of the needs of our counterpart and as many of the needs of our needs as possible. We need to protect ourselves as well as we need to serve the other party
- **Negotiation Styles** - There are many different styles of negotiation. Using the negotiation assessment quiz we will examine what is our own preferred style
- **The Phases Of A Negotiation** - A practical framework for structuring a negotiation
- **Negotiation Planning** - Strategies for preparing yourself to enter the negotiation arena
- **Dealing With Dirty Tricks** - What do you do when the other person does not want to play fair?
- **Case Studies** - Each day will conclude with a negotiation case study for participants to practice their negotiation skills

### COURSE DURATION:

**2 DAYS**

**NUMBER OF PARTICIPANTS: 6 - 18**