

# NEGOTIATION TRAINING

## WHAT IS A SUCCESSFUL NEGOTIATION?



Negotiation is a dialogue between two or more people or parties intended to reach a mutually beneficial outcome, resolve points of difference, to gain advantage for an individual or collective to craft outcomes to satisfy various interests.<sup>[1]</sup>

Why do we need negotiation training and or coaching?

We realise we all have a personal 'view' of what a negotiation is, and this may not be helpful when presented with an opportunity to practice. We will unpack our limiting beliefs about what negotiation is-how to succeed and when to walk away.

### Who Is It For?

- Anyone focused on delivering excellence in complex, high-level negotiations.

- All persons involved in working across Matrix type organisation scenarios whereby they have no tangible authority over another person but have a co-operative project to complete
- Salespeople, business development whereby negotiating is a pivotal part of the job

### What Is It About?

This workshop is an opportunity to test, explore and develop negotiation skills in a strategic context.

### What Will I Get Out Of It?

- A review of your interpersonal skills to accelerate negotiation success
- Identifying and adapting your negotiation style
- Development of strategies to deal with highly experienced negotiators and their tactics

## COURSE CONTENT

### The negotiation process

- Key negotiation principles
- Improving your influence in a negotiation

### Interpersonal skills for effective negotiation

- Developing strong interpersonal behaviours
- Identifying your personal style - knowing when to adapt to the style of others
  - Negotiating in a team context