

Negotiating Success!™

overview

Negotiating Success!™ is a transformational training program that changes the way professionals negotiate. The antiquated, highly competitive negotiations that produce win-lose results are history. In the long run, win-lose creates lose-lose outcomes.



The Negotiating Success!™ training program deepens understanding of two elements critical to win-win negotiations: first, the negotiating relationship (based on Mutuality, Pro-activity & R.E.S.P.E.C.T.), and second, the negotiation process which integrates essential structures that ensure success from beginning to end.



BoldNewDirections

TRANSFORMING PEOPLE & PERFORMANCE

workshop benefits

- ▶ Transforms understanding of negotiation process
- ▶ Expands personal power for effective bargaining
- ▶ Uncovers differing negotiation styles
- ▶ Creates range & alternatives for best results
- ▶ Unveils 5 phase approach for winning outcomes
- ▶ Heightens ability to diminish conflict
- ▶ Teaches a mutual-gains strategy
- ▶ Aligns relationship building and negotiating process
- ▶ Reveals R.E.S.P.E.C.T.™ model for success

who should attend

- ▶ Senior & Middle Managers
- ▶ Procurement Officers
- ▶ All professionals who negotiate

workshop materials

Every participant receives a Negotiating Success!™ Workshop Manual, containing an overview of the course plus work-sheets, examples and exercises.

1-800-501-1245

info@boldnewdirections.com

www.BoldNewDirections.com

Negotiating Success!™

discount options

Ask us about our volume discounts for booking multiple workshops for your company, organization or association conference.

one day option

This workshop may be offered in a one day format with optional follow up coaching. Contact us for more information or to discuss your organization's unique needs.

book your workshop

Contact us today to discuss pricing and scheduling options that suit your organization.



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day one

- ▶ Understanding Negotiation Behaviors
- ▶ Practicing via Role Plays
- ▶ Developing Range & Alternatives
- ▶ Using "Why", "What" and "How"
- ▶ Uniting Your Team
- ▶ Managing Internal Team Conflict
- ▶ Preparing with Phase One
- ▶ Discovering with Phase Two
- ▶ Asking Powerful Questions
- ▶ Deepening Listening Skills

day two

- ▶ Checking In with Phase Three
- ▶ Trading with Phase Four
- ▶ Practicing via Role Plays
- ▶ Managing Conflict with Others
- ▶ Exposing Tactics
- ▶ Trading Concessions
- ▶ Evaluating with Phase Five
- ▶ Practicing via Role Plays
- ▶ Summarizing with Action Planning

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