

# Winning Negotiations

## For Women™

### overview

Winning Negotiations For Women™ is a transformational training program that changes how women negotiate. Recognizing that combative win-lose negotiations produce ineffective results, this session builds women's negotiation skills for win-win outcomes.



This course helps women overcome unique obstacles that interfere in their negotiations. Using role-plays and examples, the session teaches women how to get winning outcomes through our 5 Phase Negotiations Process. Based on a framework of Mutual Gain, Proactivity & Respect, women learn to achieve successful outcomes while diminishing conflicts.



**BoldNewDirections**

TRANSFORMING PEOPLE & PERFORMANCE

### workshop benefits

- ▶ Transforms Gender-Biased Negotiations
- ▶ Expands Personal Power with Men & Women
- ▶ Uncovers Differing Negotiation Styles
- ▶ Uses Range and Alternatives to Level the Playing Field
- ▶ Unveils 5 Phase Approach for Greater Leverage
- ▶ Dissolves Stereotypical Conflict
- ▶ Teaches a Strong but Fair Win-Win Strategy
- ▶ Aligns Relationship Building and Negotiating Process
- ▶ Reveals the R.E.S.P.E.C.T.™ Model for Success

### who should attend

- ▶ Women Professionals
- ▶ Women Managers
- ▶ Women Leaders

### workshop materials

Every participant receives a Winning Negotiations For Women™ Workshop Manual, containing an overview of the course plus work-sheets, examples and exercises.

1-800-501-1245

[info@boldnewdirections.com](mailto:info@boldnewdirections.com)

[www.BoldNewDirections.com](http://www.BoldNewDirections.com)

# Winning Negotiations For Women™

## onsite options

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

## two day option

This workshop may be offered in a two day format with extra modules and role plays. 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.



**BoldNewDirections**

TRANSFORMING PEOPLE & PERFORMANCE

## morning agenda

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

## afternoon agenda

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

1-800-501-1245

info@boldnewdirections.com

[www.BoldNewDirections.com](http://www.BoldNewDirections.com)