

## **Negotiation (1-2 Day)**

Does someone always have to win and someone lose? In our society, all sports are set up win/lose. Our children are raised to avoid the “loser” mentality. We all avoid “losers!”

This program lays out a comprehensive set of insights into the proven skills for arriving at win-win negotiated outcomes. It offers a range of techniques and insights for negotiating in all kinds of internal and external situations. Negotiating ability is one of the most powerful skills for use in governments. So many people have a narrow and less than productive understanding of what negotiating involves, and what it can do, to lead to better outcomes in a variety of interactions.

Effective negotiating behaviors contribute to productive outcomes within clients in a consultative negotiation situation where solutions that meet their needs are critical to establishing a win-win long-term relationship is useful.

### ***The Benefits***

- An understanding the negotiation process
- Tools to remain confident under fire
- Situational flexibility
- Insights into the concession curve
- Rules for keeping a record for future negotiations
- A set of negotiation planning tools

### ***The Solution***

After successfully completing this course, you should be able to:

- Anticipate the mind-set the other party is bringing to the table
- Establish a win-win climate
- Positively influence the other party's negotiating attitude

### ***Outline***

- Preparation
- Who's Across the Table
- Defining Worth
- Establishing Outcomes
- Language
- Proposal Cycle
- Evaluating Success!
- Hone Your Skills!