



Negotiating Breakthroughs

Who Should Attend

Middle and upper management, project managers, senior salespeople and individuals involved with marketing, procurement or outsourcing negotiations.

Format:

- A 2-day workshop that is case study driven
- A pre- and post- workshop assessment

Tools provided

- A Comprehensive Learning Guide
- A Negotiating Planner
- Subscription to our monthly LearningLink e-newsletter

Make all negotiations more satisfying and successful

Through mutually successful negotiations, you can create lasting partnerships and measurable improvements. Use our negotiation-planning techniques to prepare strategies and tactics to achieve desired outcomes. Once you learn how to transform potential combatants into lasting partners, you will significantly increase your confidence when entering into any negotiation situation.

This course will help you:

- Reduce negotiating time by investing in planning
- Apply a full range of negotiating skills
- Eliminate potential misunderstandings
- Know when to negotiate and when to sell
- Realize a higher degree of satisfaction from the negotiation
- Build lasting relationships.

Related Training:

- Priority Coaching
- Leadership & Management Skills for the 21st Century

Priority Management Training

Email: Info@PriorityManagementTraining.ie

Tel: +353 (0)1 584 6376

Web: www.prioritymanagementtraining.ie

Synopsis:

Negotiating Breakthroughs

Master the Art of Win-Win Negotiations

- Are you experiencing frequent misunderstandings during negotiations?
- Do you struggle to achieve win-win outcomes in your negotiations?
- Have you found it challenging to build lasting relationships through negotiation?
- Are you experiencing difficulty in managing competitive tactics during negotiations?
- Do you struggle to confidently handle price issues and negotiate on value and benefits?
- Have you found it hard to effectively plan and prepare for negotiations?
- Are you experiencing a lack of confidence in your negotiation skills?

If you answered yes to any of these questions, this course is designed to address these challenges and more.

The Negotiating Breakthroughs™ Workshop is designed for business negotiators. The process and tools are applicable to all negotiation situations – sales, procurement, marketing, finance, construction, projects etc, and are equally relevant to internal as well as external negotiations.

The course emphasizes win-win outcomes, providing detailed guides and planning tools to boost your negotiation skills and confidence. Interactive case studies and practice sessions ensure a hands-on learning experience.

Unit 1: The Process of Negotiation: This unit delves into the negotiation process, focusing on the five stages: preparation, discussion, expansion, bargaining, and finalizing. In the preparation stage, you'll set clear objectives, analyze gaps, and manage variables to prepare effective settlement objectives. The discussion stage covers initiating and maintaining control during negotiations, managing time and agendas, and understanding the other party's needs.

The expansion stage teaches you to develop proposals and explore creative options to achieve your goals. During the bargaining stage, you'll learn to trade variables effectively and use bargaining techniques to meet your objectives. Finally, the finalizing stage ensures you can initiate final decisions, summarize agreements, and close negotiations successfully.



Negotiating Breakthroughs

Unit 2: Expanding the Essential Skills: This unit enhances your ability to handle different negotiation approaches and competitive tactics, ensuring both material and emotional wins. You'll learn to confidently manage price issues, negotiate on value and benefits, and deal with competitive tactics and conflict assertively.

In the finalizing stage, you'll master endpoint tactics like nibbling and escalation, understanding their impact on relationships. By the end of the two-day program, you'll be adept at managing both the strategic and tactical aspects of negotiations, influencing outcomes, and handling both logical and emotional issues effectively.

The course also helps you build credibility quickly with new negotiating parties, fostering trust and long-term relationships. The Learning Guide includes a glossary of international negotiating terms to support your ongoing development.

Priority®

A Better Way To Work

Priority Management Training

Email: Info@PriorityManagementTraining.ie

Tel: +353 (0)1 584 6376

Web: www.prioritymanagementtraining.ie