



Just Negotiate® Coaching for Managers

AUDIENCE

Managers at all levels and from all areas of the organization, particularly those whose direct reports have completed negotiation training and have related performance objectives being measured.

Become effective change-agents through coaching and mentoring

Overview

Accordence's *Just Negotiate® Coaching for Managers* workshop is an interactive session in which participants learn and practice the skills necessary to becoming effective change-agents through coaching and mentoring on negotiations with their direct reports. During this session, participants will enhance their ability to lead and create accountable conversations which inspire others to implement the *Just Negotiate®* tools and approach to create strong business results. Participants will leave the workshop with a quick guide on the important negotiation concepts and a set of coaching questions.

What this workshop IS and IS NOT:

- Objectives:
 - Strengthen your coaching role in negotiations
 - Apply the concepts & tools to 'real-world' situations & opportunities
 - Effectively use time spent coaching individual negotiations
 - Learn how to strengthen individual negotiation and selling position
 - Integrate *Just Negotiate®* concepts as a common language in organization

- This is NOT:
 - A coaching certification process
 - Development of selling skills
 - Development of marketing strategies
 - A rerun of the negotiations training session

The Program at a Glance

Using consultative approaches, we create a learning laboratory in which participants gain hands-on experience with application of the tools and content. Accordence tailors workshops to the participant's goals, and includes materials and discussions centered on real life day-to-day challenges for the managers when coaching on negotiations.

Implementation and Customization

Just Negotiate® Coaching for Managers is a half-day program for up to 8 managers. Materials and discussions are tailored to client specific challenges. A small cross-section of participants are interviewed prior to the workshop to surface key issues and to integrate scenarios that replicate the dynamics of current workplace challenges.