



Negotiation Mastery: The Journey Continues

AUDIENCE

Principal Consultants, senior and middle managers, business partners and others from all organizational levels and departments who may benefit from enhanced negotiation skills.

Move up to senior-level negotiation expertise

Program Benefits

This is a class for people with some negotiation experience and responsibility who want to become even more effective negotiators. This interactive and energetic program fosters an understanding of negotiation as a process of joint problem solving through persuasion, understanding each party's needs, and generating innovative solutions to satisfy those needs. *Negotiation Mastery* helps principals, managers, and others involved in the negotiation process improve their ability to analyze and conduct negotiations, and manage vital working relationships outside and inside the organization. The workshop is based on methodology developed by Professor Roger Fisher and the Harvard Negotiation Project.

After completing this course, you will be better able to:

- Guide the effective preparation, conduct, and review of negotiations
- Understand the different phases of the negotiation process
- Negotiate agreements that create additional value for the company and for customers
- Foster creativity and trust to get optimal solutions
- Negotiate collaboratively
- Strengthen existing relationships so that parties can negotiate future arrangements more effectively and efficiently.

Program Description

Using case studies and exercises, participants will:

- Develop an increased awareness of the pervasiveness of negotiation (both in and out of the work context) and the process by which they and others build relationships and deal with differences.
- Learn how to prepare for and conduct collaborative negotiations, and practice approaches for handling challenging negotiation situations.
- Analyze existing or upcoming negotiation situations in the context of their real jobs. During these sessions, participants act as advisors to each other, fostering teamwork and clearer understanding of how the new principles and tools can be applied in their day-to-day work.

Implementation/Customization

Negotiation Mastery is particularly powerful when delivered to principals and managers who deal with solution selling, and others who manage relationships with customers and suppliers.