Negotiating For Business Results

The Negotiating for Business Results workshop is designed to provide participants with the learning opportunity to develop the skills necessary to help you become a successful negotiator and, at the same time learn to enjoy the process along the way. Whether this is your first negotiating experience or you have been involved in negotiations several times, this workshop will help you develop and improve your negotiation skills. The workshop will introduce learners to: create your own BATNA, get to yes, The Four Basic Steps in Inventing Options, separate people from the problem and focus on interests, not position, what if they want play?, establish a pre-negotiation strategy, enlarge the pie, traits of great negotiators, and Collaborative Decision-making. To enhance the learning experience participants will respond to case studies, mini-scenarios, and role play. The workshop is rich with both resources and interaction.

Length: 8 hours  
Prerequisites: None  
CEUs: .8  

TOPICS COVERED

- Reviewing the fundamental elements of negotiations and what negotiation really is.  
- Learning how to prepare for nearly any kind of negotiation.  
- Preparing outlines for your negotiating goals.  
- Learning how to anticipate what the other side will do and what you should do in response.  
- Reviewing highly effective negotiation techniques.  
- Practicing how to negotiate like a pro!

LEARNING OUTCOMES

- Learn how to interact professionally and confidently during the negotiation process.  
- Create an environment with options that lead to a win-win outcome.  
- Learn how to strategically encourage the involvement of others in the process.  
- Coach others toward successful interaction during the negotiation process.  
- Achieve greater long-term results.  

WHO SHOULD ATTEND

- Supervisor to senior-level leaders. Group Size: 8-20 people

For more information contact:  
David Lewis 281.542.2061 david.lewis@sjcd.edu  
Sandee Page 281.478.3635 sandee.page@sjcd.edu