Winning the Negotiating Game

This workshop is based on the work of the “The World’s Best Negotiator”, Herb Cohen. This workshop reveals the simple secrets of enriching your life and gaining “salvation by negotiation.” Participants will receive specific guidelines on: the leader’s role in creating an environment where healthy negotiation discussions are encouraged, practical advice about cultural negotiations, an Appreciative Inquiry and Emotional Intelligence approach to negotiation, the role of negotiation in conflict and sales, creating a personal SWOT analysis and development strategies to minimize/maximize all areas, how to create high performers, sell Your Ideas, and Your Product and Yourself. 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

- Developing the right negotiation attitude.
- Handling ultimatums.
- Recognizing the critical core of all negotiations.
- Acquiring tools for respectful and productive interactions.
- Learning how to transform opponents into partners.
- Gaining an understanding of the impact of culture.

LEARNING OUTCOMES

- Prepare for and conduct effective negotiation discussion using newly learned skills.
- Personalize your approach for preparing others to succeed, based on the negotiation opportunity and person(s) involved.
- Encourage people to continually achieve success.
- Achieve more success and personal satisfaction.
- Handle negotiation challenges, such as dirty tricks and unprincipled actions.

WHO SHOULD ATTEND

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

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