

Interest Based Negotiations

Program Description

Negotiate to win without being aggressive or “hard-bargaining.” Whether we realize it or not, each of us negotiates every day. In the office, the boardroom, on the car phone, or at the family dinner table, negotiating is an integral part of our interaction with others.

Still, many of us are uncomfortable with the idea of negotiating. This hands-on seminar will give you the insights, communications styles and techniques to positively influence an outcome while reducing the emotional stress that comes with conflict. Learn to negotiate for a lasting resolution that satisfies both parties!

You'll benefit by learning to:

- Negotiate ethically
- Promote cooperative behavior
- Manage change and take responsibility
- Create 'win-win' solutions
- Balance emotion and reason
- Understand and empathize with 'the other side'
- Gain reliable commitments from others
- Replace coercion with persuasion
- Reduce the costs and risks of negotiating
- Handle conflict in a constructive way
- Represent 2nd table interests in 1st table encounters
- Demonstrate resiliency and calmness when responding to challenges
- Determine when/how to involve senior management in issue resolution

Maximum participants: 8

Program length: 2 days