



Negotiating With IMPACT

Program Objectives

This two-days' workshop will help participants to gain:

- appropriate practical knowledge and awareness about the skills, techniques of negotiation and the various aspects that make a successful negotiator.
- the skills needed for planning and preparing for negotiations and how to use different tactics in settling successful business agreements.

Through:

- Understanding the nature of negotiation.
- Realizing the big six skills of negotiation.
- Recognizing the different negotiation styles and knowing one's own dominant style.
- Identifying one's own dominant style and Knowing how to develop it.
- Mastering important negotiation tactics.
- Understanding important rules when negotiating as a team.
- Knowing how to preparing & control the environment.

Introduction and Course Overview

The first part of the day, we will work on getting to know participants and discussing what will take place during the workshop. Participants will also have an opportunity to identify their personal learning objectives.

Definition and Nature of Negotiation

To begin the program, we will define what negotiation is, discuss a group of main considerations including distinguishing between interest and position.

The Big Six Skills of Negotiation

During this part, participants will be introduced to the big and basic skills they have to acquire to be successful negotiators.

Negotiation Styles

Here, participants will recognize the different negotiating styles, able to identify their dominating style and know what to do to develop themselves to be able to apply the appropriate style at the appropriate time.

Negotiation Tactics

During this session, participants will know how to use several tactics during a negotiation session and also know how to counteract each tactic if their counterpart play it on them.

Negotiating as a Team

Participants will know when and how to negotiate as a team.

Preparing and Controlling the Environment

In this last part, we will highlight the importance of properly preparing and controlling the negotiation environment in order to reach excellent results.

Winning Tips and Mistakes

Participants will know 10 mistakes to be aware of and 10 winning tips to follow during negotiations.

Exercises and Role Plays