

“PARTNER”

Negotiating Effectively Workshop



SYNOPSIS

Negotiating effectively in a globalized world has become an important competency for all managers. What are the new challenges when negotiating cross-culturally? This program aims to help participants negotiate effectively and maintain good relationships with business associates by imparting the knowledge and skills essential for “Interest-based” negotiation.

OBJECTIVES OF PROGRAM

- Identify the characteristics of an effective negotiator
- Understand the 7 elements of interest-based negotiation
- Learn to listen and move from ‘positions’ to ‘interests’ when negotiating
- Develop a negotiator’s toolkit for effective performance

METHODOLOGY

The workshop combines lectures, role-plays, group discussions, videos, case studies and group projects. A major part of the workshop is very interactive to create greater self-awareness plus learning experience from peer group members.

PARTNERS – Negotiating Effectively DAY 1

Session One

Overview of Workshop

Understanding the Nature and Types of conflict

Activity: “Girl & Sailor”

Session Two

Introduction to Interest based Negotiation

Activity: “M&Ms”

Session Three

Applying Negotiation to your situation

- Role-Play: Common situations in implementation
- Creative problem solving through Negotiation

Session Four

Uncovering Hidden Interest

Moving from “Position” to “Interest”

DAY 2

Session Five

Characteristics of an Effective Negotiator

Video: “The Negotiator”

Session Six

Generating “Options” in negotiation

Group Activity: Identifying Top Ten difficult situations

Session Seven

Handling Difficult Negotiation Situations

Do’s, Don’ts and Don’t Knows?

Session Eight

Putting it All Together

Summary of Toolkit: Tips for Negotiation