Negotiation Skills: Strategies For Increased Effectiveness

Summary
This TechPros Series session focuses on negotiations as an integral part of the workplace. The session explores real world negotiation challenges with in-depth practical exercises involving bargaining between individuals and multiple parties. Similar skills are applied and tested for use in internal relationship management and influencing others within the organization. Interactive scenarios are supplemented by a grounded understanding of various psychological and sociological drivers of persuasion and influence. The goal of this course is to equip participants with a multi-faceted understanding of and skill set for successful negotiation and influence activities.

Cost
$6,000 for a group of up to 30 people

Who Should Attend?
Anyone whose business duties involve some level of negotiation with other individuals or groups, or need to influence others as part of their work (i.e. project leaders, department leaders in matrix organizations, R&D leaders seeking funding, etc). This course is appropriate for businesspeople of all levels that seek to interact more effectively with internal or external constituents.

How will you benefit?
• Learn key negotiation concepts and techniques
• Better evaluate your current negotiation style and develop new styles
• Identify important information and how to negotiate it effectively
  o Define your objectives
  o Evaluate the other party’s (parties’) objectives
  o What additional information would be useful to learn?
  o What approach will be most effective?
  o How will you define success?
• Learn to better evaluate other parties and strategic alternatives
• Practice negotiation and influence techniques in a risk-free setting

What is covered?
• Negotiation styles and consequences to influence
• Personal relationships and the impact on negotiations
• Competition, cooperation, and when to ‘walk away’
• Building coalitions in multi-party negotiations