



Course Title: Principled Negotiation

Course Length: 1 day

Time Online: N/A

Time in Class: 8 hours

Time in Lab: N/A

Class Size: Minimum 5 / Maximum 24

Price Per Student: \$1,165.00*

Location: Company Site

Course Description:

This highly interactive workshop focuses training on negotiation strategy and skills. This is not the manipulative, win-lose negotiation approach frequently taught today, where the winner eventually spends time and effort protecting his negotiated advantage against erosion, while the loser continually exploits loopholes and shortcuts to recover lost ground. Traditional negotiation is a wary dance based on mistrust, the true cost of which is lost in quality and brain fatigue - usually for someone other than the negotiator - over the life of the agreement.

Successful negotiations occur when all parties want the agreement to stay in force and when everyone has a vested interest in making things work. There is no desire to find loopholes or shortcuts, there is little time given to supervising the agreement, and both product and relationship quality is enhanced. When the Principled Negotiation guidelines are followed, negotiated outcomes simply cost less

Course Learning Objectives

By attending this course, participants will be able to:

- Assess your current approach to negotiation
- Utilize a principled approach when preparing for negotiations
- Practice principled negotiation techniques
- Develop a personal action plan for change

Course Syllabus

- Principled Negotiation Overview
 - Setting the stage
 - Exploring where we are today
- Principles, Guidelines, and Techniques
- Negotiation: Operational Definition
- Three General Negotiation Approaches - Soft, Hard, Win-Win

* Price based on minimum enrollment, subject to change

- Personal Goals and Expectations
- Paradigm Stretcher
- Key Elements of Principled Negotiation
 - Interests
 - Options
 - Standards
 - People
 - Alternatives
- Emotional Intelligence (E.I.) - the Pre-requisite 21st Century Leadership Skill Set for Principled Negotiation
- Explore Practical Ways to Enhance the E.I. Skills You Will Need
 - Self-Awareness
 - Self- Regulation
 - Self-Motivation
 - Empathy
 - Social skill
 - Positional Bargaining vs. Principled Negotiation
 - Using role play scenarios to assess and select strategies for each key element that fits your particular situation
- Action Planning - Using a Proven 10 Step Approach
 - Putting it to work for you
 - What do you want to do better, stop doing or do differently?