

# The Secrets of Successful Negotiations

## The Secrets of Successful Negotiation: Strategies for Increased Effectiveness

Negotiation is an integral part of creating value for an organization. Your success depends on your skills as a negotiator—regardless of whether you are seeking project resources, deciding on a new hire’s salary, or inking a high-stakes deal for your company.

In this program, you will gain insight into the habits of dealmakers as you build your skills. Through group exercises, you will learn how to execute proven tactics, refine your personal negotiating style, and improve your ability to bargain successfully and ethically in any situation.

Along the way, you will gain new appreciation for how negotiating skills can help you overcome a wide range of challenges—at work and beyond.

### Topics Covered

- Understanding the interests, priorities, and goals of all parties
- Maximizing opportunity through pre-negotiation preparation
- Knowing how personal biases and cultural differences impact negotiations
- Dealing with irrational people and challenging relationships
- Improving communication by listening and asking questions
- Making offers at the right time and in the right way
- Transforming competition into cooperation—and opponents into partners
- Managing teams of negotiators more effectively
- Recognizing when to walk away from the table

### Program Benefits

- Achieve better results in both formal and informal negotiations
- Build confidence in your bargaining power and abilities
- Improve negotiations by managing your emotions and influencing others
- Build positive, productive relationships with all parties at the table
- Create value and “enlarge the pie” to produce win-win outcomes

### Target Group

This module it's actually beneficial for everyone, regardless of the level of seniority... We negotiate every day, in every situation.

Out of curiosity, the most fun comes from people who consider themselves good negotiators... once they get to realize what kind of mistakes they still make...

### Duration:

2 days

