



# YES

## The Art of Negotiation

### DESCRIPTION

Based on in-depth research of what makes great negotiators, this course provides you with practical negotiation skills that will help you get what you want using a collaborative approach rather than stubborn haggling over positions.

### COURSE DURATION

2 days

### OUTCOMES

- Powerful strategies to improve influence in both two-party and multi-party negotiations
- General frameworks for a more rational approach to negotiation
- Prepare, position and structure competitive negotiation situations
- Discover when to walk away
- Increase your ability to claim value from negotiations
- Recognise and deflect bargaining ploys used against you
- Discover how to evaluate and augment your personal negotiation style
- Add new tactics and strategies to your toolkit for greater bargaining success - obtaining a YES from your clients more frequently

### KEY AREAS

- Not bargaining over positions
- Separating people from the problem
- Understanding who has the power
- Insisting on objective criteria
- Understanding all parties 'Best Alternatives to a Negotiated Agreement'
- Being aware of social influence pressures
- Recognising when not to negotiate

### METHOD

Instructor led, role play, course discussion, video, individual coaching and feedback

