

Are these challenges familiar to you?

Our clients constantly tell us that three key challenges are:



- We work in an ever-changing environment and need to enhance our **skills** to stay ahead, for today and tomorrow
- We need to maintain and develop a positive **mindset** to say “Yes” to the changes we face and create
- We need to **influence** others in highly effective ways to have greater impact and generate immediate **results**



Hansen Beck delivers behavioural-based change and people development programmes. Our partner network, across 25 countries and 5 continents, has over 300 years combined training experience gathered in leading roles within a broad range of companies and sectors, from all over the globe. Our programmes have been tried and tested over the past 50 years for Board Directors to First Line Managers.

Why Hansen Beck?

Hansen Beck enables you to **explore** your strengths and potential, **master** your skills and **deliver** tangible results. Our expertise will stimulate your desire to learn and change, whilst enhancing your ability to transfer understanding into positive action. Our training will enable you to immediately put your learning into practise in your everyday professional and personal life.



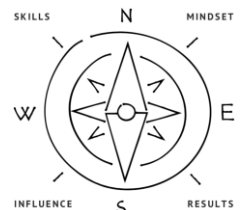
Who are our participants?



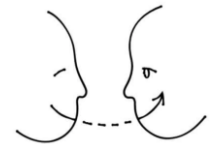
You are an accomplished professional who wants to develop yourself holistically, without being lectured. You want to be engaged and stimulated to look at things from a different perspective. You are open to new ideas and willing, with our support, to step out of your comfort zone. Although busy, you see the benefit of investing one day per month over a series of months (depending on programme) so you can walk away with a broad range of tangible, practical skills, and a confident, positive approach to meet your challenges.

What is included in your training?

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| ↗ Motivating and interactive training days | ↗ Group discussions |
| ↗ Roleplays & simulations | ↗ Presentations |
| ↗ Feedback from peers and trainer | ↗ Action Plans between modules |
| ↗ Full documentation and supporting texts | ↗ Memory sheets & cards |
| ↗ Individual coaching | ↗ Digital support |



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Programme Overview – Advanced Negotiation Skills

	Key Topics	Visible Changes
Module 1 – Confident and Effective Negotiations	<ul style="list-style-type: none"> ↗ Defining and scoping the negotiation ↗ Knowing when to negotiate ↗ Understanding negotiation styles ↗ Adapting and connecting with negotiation partners, ↗ Improve the effectiveness of your negotiating style ↗ 1 to 1 and group negotiations ↗ Case studies, and action plan 	<ul style="list-style-type: none"> ↗ Increased confidence ↗ Greater preparation ↗ Improved resilience ↗ More able to adapt and still achieve objectives
Module 2 – Maximising the Win-Win	<ul style="list-style-type: none"> ↗ Progress Report on results achieved ↗ Preparation for a win-win ↗ Understanding the stages of negotiation and how to accelerate through them ↗ Power analysis and wish lists ↗ Adapting tactics when challenged and pressured ↗ Case Studies 	<ul style="list-style-type: none"> ↗ Clear understanding of roles and personal negotiation styles ↗ Able to positively influence based on personality ↗ Able to deal with disruptive tactics and resist pressure ↗ Flexibility of approach ↗ Greater control of behaviour and process
Module 3 – Long Term Success	<ul style="list-style-type: none"> ↗ Progress Report on results achieved ↗ Full preparation and gaining concessions ↗ Maximising the right behaviours ↗ Case Studies ↗ Three-way negotiations ↗ Facilitating win-win-win ↗ Embedding best practise ↗ Keeping the development going 	<ul style="list-style-type: none"> ↗ Able to manage complex negotiation ↗ Better focus and agreement ↗ Deeper commitment and long-term relationships ↗ Embedding a sustainable business approach

