



## Negotiating with more Skill

**Negotiation is at the heart of business success because it's the key to delivering maximum value for your organization. Your challenge is to understand the process, the person you are negotiating with and the techniques you can tailor to deliver that value. And at the same time, build long-lasting relationships.**

**Attend this workshop to build your knowledge and to practice the core skills essential for achieving positive outcomes when negotiating.**

### How do I know I should attend this workshop?

1. Do you have an understanding of negotiation but are sometimes uncertain about what to do?
2. Are you looking to up your negotiating game?
3. Is negotiation something you do but at irregular intervals?
4. Do you know that you could have closed a better deal in the recent past because you sensed it or were told so?
5. Have you damaged a working relationship during, or as a result of, a negotiation process?

If you answer yes to most of these five questions, then this workshop is for you.

### What will I do?

You will work on:

- Refreshing the Negotiating Process\* and its stages
- Developing creative Tradeables\*
- Leveraging your BATNAs\*
- Applying advanced communication skills tailored to the person you are negotiating with
- Reviewing video footage of others negotiating well and badly for insights and learning
- Handling challenges effectively
- Practicing negotiation with your peers to embed learning

### What are the outcomes?

By the end of this workshop you will be able to:

- Approach negotiation preparations with rigor and creativity
- Adapt to your partner through the people skills you'll need to have and use
- Apply a clear staged process of negotiation
- Analyze and use tailored techniques of negotiation that are most appropriate for the person, context, and culture within the negotiating parties.



## How do I prepare?

Please read this HBR article. In the workshop we will be focusing on the skills needed in a live negotiation. This article gives food for thought about your required mindset and outlines why your preparation **before the negotiation begins** is so vital. <https://hbr.org/2015/12/control-the-negotiation-before-it-begins>

## Who is iOpener?

We develop people and organizational performance through the power of happiness at work.