

Every Day Negotiation

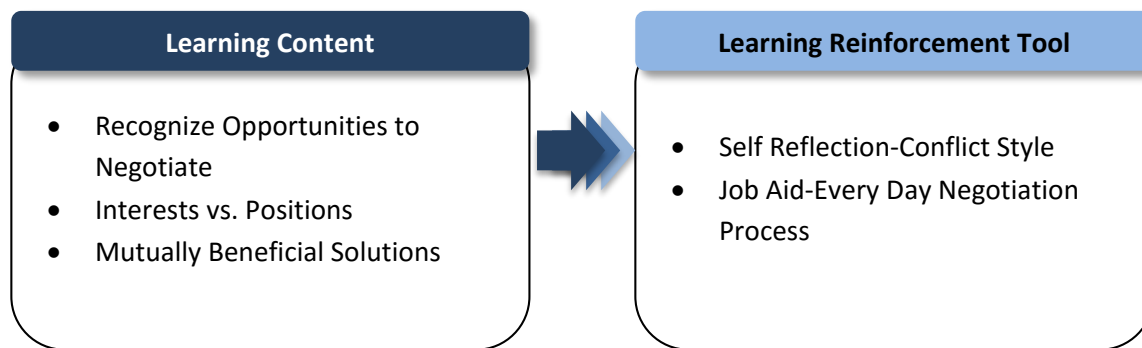
We all negotiate every day. From brief encounters involving small requests to complex collaborations, employees at every level in today's organizations negotiate. By focusing on the value of the relationship as part of the negotiation equation parties can collaborate to achieve win-win results.

This workshop will give participants an understanding of the tools to use during a negotiation and ways to build win-win solutions for all those involved.

Program Outcomes

- Know when and when not to negotiate
- Recognize negotiable situations
- Understand your own and others' motivators
- Create wise agreement by finding mutually beneficial solutions

Learning Process



Program Length 4 Hours

Potential Applications

All or part of this course could be part of a solution to help organizations with the following:

- As part of a larger program that addresses conflict resolution
- To improve inter or intra team dynamics