

# How To Win At Negotiation



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1 days- 7 PDU's

Our 1 day How To Win At Negotiation class provides the knowledge, tools and skills you need to become more competent, confident and successful with negotiations. Skilled negotiators have a significant advantage over non-skilled negotiators because they know and apply simple, yet valuable processes and tools that are proven to work. Learn skills that will help you in successfully negotiating with team members, peers, vendors, contractors, stakeholders and even family.



This hands-on workshop gives you a step-by-step guide in becoming an effective negotiator. Negotiation focuses on solving the problem and closing the gap between what both parties want. You must identify the problem, understand it from the other's

perspective, generate alternative solutions and select a solution that benefits both sides. We will also explore the dynamics of competitive and collaborative negotiation as well as team negotiations. You will learn through lecture and real-life exercises the key concepts, processes and tools of effective negotiation. The class is filled with entertaining and informative real-life stories from an experienced instructor. These stories help you relate to what you are learning and increase your ability to apply the tools and techniques on the job. You will have numerous opportunities to participate in one-on-one negotiations with fellow classmates. You will leave with plenty of work aids, practice with case studies, and extensive debriefs of the cases. Participants will receive coaching and feedback from the instructor and other participants throughout the workshop.

## TOPICS YOU WILL PRACTICE AND LEARN:

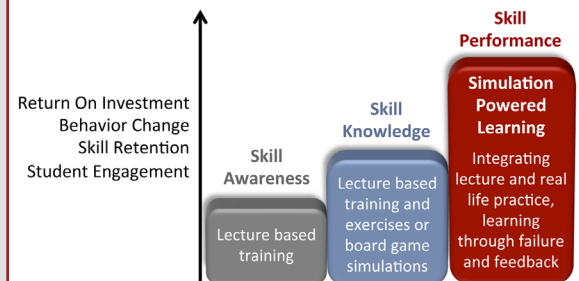
- Plan for and conduct effective negotiations
- Adjust your communication style to achieve desired results
- Reframe any situation to create new possibilities
- Defuse tense situations
- Key negotiation processes and terms
- Collaborative vs. competitive negotiation
- The difference between positions and interests
- Your natural conflict resolution style
- Developing a strong BATNA (best alternative to a negotiated agreement)

## WHO SHOULD ATTEND

Anyone who wants to be able to negotiate the best possible terms of an agreement. Negotiation is a valuable skill for everyone. At any time you might find yourself negotiating with team members, peers, vendors, contractors, stakeholders and even family.

## TURNING KNOWLEDGE INTO PERFORMANCE

Practice makes perfect. Our simulations put participants into a computer generated situation with real-life team members, stakeholders and challenges. Participants make real-life decisions and then see the results of those decisions – good and bad. They go back to work and are able to immediately apply what they have learned!



## TESTIMONIAL

Very informative and enlightening. I enjoyed the workshop and thought it was very beneficial. The exercises that we participated in were great. and I enjoy the open forum in conversations.  
– The Nerderly



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