



CL NETWORK  
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LEADERSHIP CURRICULUM

# Negotiating with Impact

1-DAY In-Person Corporate Training Workshop

Successful negotiators are not born. They acquire a combination of strategies, tactics, insights and practical experience over time that allow them to negotiate with impact.

The “Negotiating with Impact” workshop is a 1 day program that focuses on the fundamental strategies and skills required to handle traditional negotiations. Participants will learn the five key elements that can impact any negotiation and how to leverage each element to their advantage.

This fun and interactive workshop leverages negotiation simulations to help participants become more aware of and understand their personal negotiation habits. The simulations also provide an opportunity to practice new concepts learned throughout the workshop.

## OUTCOME

The participants of the the “Negotiating with Impact” workshop will:

- Understand the key elements of a negotiation
- Gain awareness of their personal negotiating habits and style
- Recognize the importance of understanding the “real” needs of the person they are negotiating with
- Explore personal mindset and its impact on successful negotiations
- Understand the Distributive Negotiation elements of planning, position, concessions, power and time
- Learn basic bargaining techniques and best practices
- Identify what information to share and what to keep confidential
- Be introduced to a negotiation planning tool that helps prepare for any negotiation

This workshop is ideal for building competencies and the confidence when negotiating.

Interested in elevating your team’s performance? Contact [cindy.novak@clnetwork.ca](mailto:cindy.novak@clnetwork.ca)