



CL NETWORK

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# The Art of Negotiation

2-DAY In-Person Corporate Training Workshop

Conflict is inevitable in a business environment. Different deliverables and contradicting goals create situations where leaders disagree, tension occurs, and trust deteriorates. Leaders must be able to negotiate with internal and external stakeholders in a productive manner to achieve results without damaging relationships.

“The Art of Negotiation” is a 2 day workshop that provides participants with an understanding of both the distributive and cooperative approaches to any negotiation. Participants will learn the strategies, tactics and insights to approach any negotiation with confidence.

Participants will acquire skills and knowledge that include basic bargaining techniques, best practices and how to build and implement a negotiation plan. Negotiating situations help participants understand their personal negotiating habits and gain insight on how to modify their approach to achieve better outcomes.

## OUTCOME

The participants of the “The Art of Negotiation” workshop will:

- Understand the key elements of any negotiation
- Appreciate the importance of the “Who Factor”
- Understand the two types of negotiations: Distributive and Co-operative
- Learn how the negotiation types differ as well as the strategies and mindset required for each
- Explore the skills needed for successful negotiations
- Understand the negotiating concepts of position, power, concessions and time
- Explore the concept of Principled Negotiation
- Develop additional skills, strategies and confidence in building a negotiation plan, including BATNA and identifying options for mutual gain
- Understand basic bargaining techniques and best practices
- Consider which type of negotiation works best with internal / external stakeholders

Participants will practice the learned theories with situational negotiations to feel confident when negotiating.