

Overview:

Successful negotiating is about not about winning and coming out on top. In fact, negotiation is not about winning at all. In order to have lasting and positive relationships and results, effective negotiation involves compromising and working together with a shared vision to achieve a mutually beneficial outcome. Negotiating Mutual Success will teach participants how to apply collaborative approaches that place the interests of both parties above “power,” while creating focus on agreed upon values for long-term and successful results. The result – short term goals are achieved and long term productive working relationships are built.

Description:

The key elements of effective negotiations are preserving and building upon relationships with others to develop mutually beneficial outcomes and long-term partnerships. In this hands-on experience, participants will practice the skills for mutually beneficial negotiating, including both planning for successful negotiations, as well as actually applying principled negotiation principles through role playing, related to their work situations. Learning is immediate and lasting.

Audience:

Sales, sourcing and business professionals engaged in negotiation or collaborative decision making should attend this course.

Benefits:

Achieve your short-term goals, while creating long-term positive relationships by:

- Planning successful multi-party negotiations
- Utilizing principled negotiations to creating personally beneficial outcomes and positive, lasting partnerships
- Creating strategies for overcoming impasses
- Developing a strong and confident personal approach for negotiating

Facilitator:

Michael Lair has been a facilitator with the Xavier Leadership Center for many years. He specializes in helping people and businesses learn and develop together to set and meet organizational goals. Mike provides invigorating programs in leadership development, team effectiveness, and personal performance. His inspiring and dynamic facilitation style energizes clients to maintain enthusiasm and effectively apply their learning to meet the practical challenges they face every day. In both the corporate and not-for-profit sectors, Mike has directed Human and Systems Development efforts for small, large, and multinational companies. He has served as Director of Experiential Programs, and currently chairs the Experiential Training and Development Alliance, WEB Education Tools. For seven years Mike was the Director of Organizational Learning for Joy Outdoor Education Center, near Cincinnati, where he provided the leadership to initiate a full-service consulting operation, doubling base revenues and tripling the client base.