

PERSUADING, NEGOTIATING,^{XX} AND COLLABORATING

Successful negotiating is not about coming out on top and being the “winner.”

Successful negotiating comes from ensuring all parties get what they need to keep the relationship – and the work – going. It is about creating working partnerships that last, both internally with other departments or externally with vendors, suppliers, and other entities.

The key focus of effective negotiations is partnering with others to develop mutually beneficial outcomes. When we help others get what they want, meeting our needs becomes easier. In this hands-on experience, participants will practice collaborative skills based on listening, learning, and leveraging all resources. Program discussions will focus on advancing both parties above “power,” achieving short and long-term wins, and overcoming stalemates through creative means. Skills to better persuade and remain composed in tense situations will also be shared. Participants will walk away with tools to better plan and execute negotiations after practicing the concepts and skills in situations that relate to their work.



Audience:

Professionals at all levels in any industry such as sales associates, consultants, or sourcing specialists who want to improve their negotiation and collaboration skillsets.

Duration:

This program consists of one full-day, in-person session.

Participants will walk away with these skills:

- Understand the 8 steps to planning effective negotiations of various sizes
- Identify 5 key elements of partnered and principled negotiations that lead to mutually beneficial outcomes
- Adopt a collaborative mindset to create stronger connections and positive, lasting partnerships
- Discover strategies for overcoming impasse and mastering emotions
- Develop a strong and confident approach to persuading and negotiating with others

Cost: \$695 General Registration

Select Discounts Available

0.6 CEUs will be issued for this program