



Who Should Attend and Why

Anyone who wishes to influence the achievement of their desired outcomes in a negotiation

Objectives

Participants will be able to understand the impact of human behaviour in any negotiation and how to influence outcomes by focusing on process power.

Format

This is a 1-Day interactive workshop for between 6-12 participants under the guidance of a BKC Workshop Leader. Participants will work individually and in groups to learn examples of negotiation strategies and tactics they can use directly in the field to achieve desired outcomes

Content

- ❖ Power of Process over Content to achieve desired outcomes
- ❖ Setting of clearly articulated Outcomes and the significance of short and long term relationships
- ❖ 3 Key Time Zones and where the real Influencing occurs and how to use these to achieve desired outcomes
- ❖ Significance of the difference between Stated and Unstated Needs in breaking deadlocks
- ❖ How to achieve your Needs by locating and growing Common Ground based upon the other parties' Needs
- ❖ Impact on Negotiation outcomes by re-active/pro-active Blue - - Red Style flexibility
- ❖ 3 Key Environmental Variables and the impact these have on Outcome achievement
- ❖ Use of Tactics to alter perceived balance of power
- ❖ Four Stages of the Negotiation life-cycle and how to ensure compliance with Agreement
- ❖ Meeting preparation templates and the power of live rehearsal to model negotiation
- ❖ Participants will finish by building Action Plans to help embed their learnings

Pre-Requisites

Each participant will be furnished with a pre-workshop focus questionnaire two weeks in advance that will require them to consider and then answer a number of questions relating to their market, company and negotiating challenges they experience: they will keep a copy for reference during the workshop and return one to the BKC Workshop Leader one week in advance. Each participant will bring with them details of the top three negotiation challenges upon which they are working for development during the workshop

Post-Workshop Support

As a separate module, a post-workshop programme is available for participants who have attended this workshop.

Action to Reserve Your Seat Contact Now

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