



Relationship-based Negotiations

This 16-hour course, *Relationship-based Negotiations*, helps participants understand the philosophy behind negotiating. It also teaches the fundamentals and skills of conducting a negotiation session to achieve needed results while maintaining a long-term, healthy relationship. A 6-step process model practiced. Participants assess their negotiation style preferences and at the end of the session, action plan to improve their negotiation skills. This course combines conflict and selling concepts to build a strong skill set and approach to selling ideas, managing conflict and negotiating for results. This course uses a highly interactive teaching style, combining discussions of relevant theory and negotiating principles with practice simulations to create a rich and engaging learning environment.

PROGRAM OBJECTIVES:

- Identify the benefits of relationship-based negotiations
- Discuss key elements of negotiations
- Identify different negotiation styles
- Understand personal strengths and weaknesses in negotiating
- Learn a structured approach for planning and conducting negotiations

COURSE CONTENT:

TripleWin Relationship Model: Compete, Coexist, Coordinate, Collaborate

Introduction to Negotiations: assumptions and definition

Negotiation Inventory: assess personal negotiation style preferences (Defeat, Withdraw, Accommodate, Compromise, Collaborate)

Negotiation Strategies: explore various strategies

Negotiation Process Steps: 1-Define the problem, 2-Determine level of seriousness of situation, 3-Identify negotiators, 4-Identify interests (yours and theirs), 5-Establish ground rules, 6-Negotiate

Practice Sessions: simulations and real situations