



Negotiating Breakthroughs

Who Should Attend:

- Middle and upper management, project managers, senior sales people and individuals involved with marketing, procurement or out-sourcing negotiations.

What to Expect: Participants will:

- Complete our online NSKQ (Negotiating Skills and Knowledge questionnaire) to identify priority improvement areas
- Use a self-assessment skills analysis to identify priority improvement areas
- Use a negotiation-planning document to prepare strategies and tactics to achieve required outcomes
- Learn to identify, rank and trade negotiation variables to achieve optimum settlement objectives
- Learn how to manage competitive tactics at all stages of a negotiation
- Post workshop assignments over six months

Format:

- 2-day workshop which is case study driven, plus pre and post-workshop assessment; plus 1-day optional advanced workshop

Tools Provided:

- Participants receive a Learning Guide and Negotiating Planner.

At a Glance

Create lasting partnerships and measurable improvements that result from mutually successful negotiations. Once participants learn how to transform potential combatants into lasting partners, they significantly increase their confidence to enter any negotiation.

Immediate Benefits:

- Reduce negotiating time by investing in planning
 - Apply a full range of negotiating skills
 - Eliminate potential misunderstandings
 - Know when to negotiate and when to sell
 - Realize a higher degree of satisfaction from the negotiation
 - Build lasting relationships
-

Priority[®]

A Better Way To Work

For more information and to see how Priority Management can help you work smarter, contact us at: 425-822-8761 | info@sharedvaluesassociates.com
www.sharedvaluesassociates.com