

# Negotiating Success!™

## overview

Negotiating Success!™ is a transformational training program that changes the way professionals negotiate. The antiquated, highly competitive negotiations that produce win-lose results are history. In the long run, win-lose creates lose-lose outcomes.



The Negotiating Success!™ training program deepens understanding of two elements critical to win-win negotiations: first, the negotiating relationship (based on Mutuality, Pro-activity & R.E.S.P.E.C.T.), and second, the negotiation process which integrates essential structures that ensure success from beginning to end.



**BoldNewDirections**

TRANSFORMING PEOPLE & PERFORMANCE

## workshop benefits

- ▶ Transforms Understanding of Negotiation Process
- ▶ Expands Personal Power for Effective Bargaining
- ▶ Uncovers Differing Negotiation Styles
- ▶ Creates Range & Alternatives for Best Results
- ▶ Unveils 5 Phase Approach for Winning Outcomes
- ▶ Heightens Ability to Diminish Conflict
- ▶ Teaches a Mutual-gains Strategy
- ▶ Aligns Relationship Building & Negotiating Process
- ▶ Reveals R.E.S.P.E.C.T.™ Model for Success

## who should attend

- ▶ Senior & Middle Managers
- ▶ Procurement Officers
- ▶ All Professionals who Negotiate

## workshop materials

Every participant receives a Negotiating Success!™ manual, containing an overview of the course plus work-sheets, examples and exercises.

1-800-501-1245

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[www.BoldNewDirections.com](http://www.BoldNewDirections.com)

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## discount options

Ask us about our volume discounts for booking multiple workshops for your company, organization or association conference.

## one day option

This workshop may be offered in a one day format with optional follow up coaching. Contact us for more information or to discuss your organization's unique needs.

## book your workshop

Contact us today to discuss pricing and scheduling options that suit your organization.



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## day one

- ▶ Negotiating Benchmark Group Exercise
- ▶ Integrating the Six Principles of Positive Influence
- ▶ Expanding Your Emotional Intelligence/EQ-Life Intelligence
- ▶ Understanding Negotiation Behaviors
- ▶ Role Playing "What is Success?"
- ▶ Developing Range & Alternatives
- ▶ Uniting Your Team
- ▶ "Preparing" with Phase One
- ▶ "Discovering" with Phase Two
- ▶ Asking Powerful Questions
- ▶ Deepening Listening Skills
- ▶ Making Requests for What You Want

## day two

- ▶ Reviewing Day One Learning
- ▶ "Checking In" with Phase Three
- ▶ "Trading" with Phase Four
- ▶ Trading Concessions
- ▶ "Evaluating" with Phase Five
- ▶ Exposing Tactics
- ▶ Managing Conflict with Others
- ▶ Role Playing Exercise
- ▶ Summarizing with Action Planning

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