overview
Winning Negotiations For Women™ is a transformational training program that changes how women negotiate. Recognizing that combative win-lose negotiations produce ineffective results, this session builds women’s negotiation skills for win-win outcomes.

workshop benefits
- Transforms Gender-Biased Negotiations
- Expands Personal Power with Men & Women
- Uncovers Differing Negotiation Styles
- Uses Range and Alternatives to Level the Playing Field
- Unveils 5 Phase Approach for Greater Leverage
- Dissolves Stereotypical Conflict
- Teaches a Strong but Fair Win-Win Strategy
- Aligns Relationship Building and Negotiating Process
- Reveals the R.E.S.P.E.C.T.™ Model for Success

who should attend
- Women Professionals
- Women Managers
- Women Leaders

workshop materials
Every participant receives a Winning Negotiations For Women™ Workshop Manual, containing an overview of the course plus work-sheets, examples and exercises.

1-800-501-1245
info@boldnewdirections.com
www.BoldNewDirections.com
onsite options
Ask us about our volume discounts for booking multiple workshops for your company, organization or association conference.

two day option
This workshop may be offered in a two day format with extra modules and role plays. 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.

morning agenda
- Understanding Negotiation Behaviors
- Practicing via Role Plays
- Developing Range and Alternatives
- Using “Why”, “What” and “How”
- Uniting Your Team of Allies
- Managing Internal Team Conflict
- Preparing with Phase One
- Discovering with Phase Two
- Asking Powerful Questions
- Deepening Listening Skills

afternoon agenda
- Checking In with Phase Three
- Trading with Phase Four
- Practicing via Role Plays
- Managing Conflict with Others
- Exposing Tactics and Women Professionals
- Trading Concessions
- Evaluating with Phase Five
- Practicing via Role Plays
- Summarizing with Action Planning

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