



Training focus: **Negotiation**

Idea in Brief:

This training is for people who want to better their performance in negotiation at work or in everyday life. It is tailored to meet the most frequent needs in negotiating while teaching negotiating styles, and how to prepare for negotiation, including active listening and paraphrasing for use in both collaborative and competitive negotiation.

The goals of the training are achieved through a variety of practical activities such as role play with real-life scenarios, group exercises and seminars. Our training is based on experiential learning, made applicable to everyday situations.

Participants will be able to:

- identify their own negotiating style, learn about other styles and how they interact with one another
- understand active listening and paraphrasing and practice it during simulations, utilize tools to effectively prepare for negotiation through conflict analysis,
- practice techniques for controlling their emotions during a negotiation,
- learn and practice techniques for dealing with a power inequality and hard bargainers in negotiation.

We will...

- teach you how to prepare, and how to make an effective first offer
- help you to understand the structure and dynamics of conflict and power
- help you control your emotions during a negotiation
- provide deeper understanding of the process of negotiation
- provide tools to uncover key issues specific to the other person's approach
- help you be more self-aware during negotiation and to be able to see the situation from the other person's perspective
- teach you how to react in different stages of negotiation, anticipating and responding to dynamics of the process.

How we offer this training:

Workshop (½ day to 1 day)	Intensive (2 to 3 days)	Module (1-3 weeks)	Course (4+ week training, year or multi-year fellowship)
-------------------------------------	-----------------------------------	------------------------------	--