



Negotiating Skills

We negotiate for something, everywhere, everyday. Ninety five percent of our incoming program participants have not had training in negotiating, yet struggle with this key element of worklife. How could four hours of learning here help you?

Objective: To understand a negotiating framework and process and how to deal with potential conflict that may arise in a negotiation.

Methodology: Interactive group learning. Audience based videotaped role play and feedback. Reviewing a common interest based negotiating model and the "Five Modes of Conflict" profile report.

Program Overview

- Exploring and reviewing common workplace negotiations
- Reflection Exercise – what's worked, what has not in recent negotiations
- Interactive discussion on how personal conflict modes impact negotiations
- Live audience based role play
- Read and review of the Five Modes of Conflict
- Assessing and action planning conflict modes
- Negotiating Skills – an overview
- Separating people from the problem
- The four part negotiating process – things to consider
- Contingency planning negotiations
- Action planning the four negotiating steps
- Role play video review and assessment
- Putting it all together, program review

Program Fee: \$285 per participant

Program length: 4 hours

To register for this program:

<http://www.kerrhill.com/register.asp>

To see a sample TKI "Five Modes of Conflict" report:

http://www.kerrhill.com/documents/TKI_Sample_Report.pdf

