

Negotiations Mastery! The Art of Coaching Negotiations



Coaching Powerful Negotiations

As evidenced in many recent sets of bargaining, the costs of win/lose Confrontation Style negotiations are high. This can take the form of extended negotiations, an antagonistic work force, high settlement costs and a loss of customers or new opportunities. The public and the marketplace are demanding new and more effective approaches. A key to effective negotiations is skill based, finely tuned solution focused questioning. All of this lies in the broad based skills and abilities of the negotiator. He/she must not only have a thorough grounding in the negotiations process, but also a broad appreciation of strategic business, social and communications based issues.

The Erickson Negotiations Mastery Program provides a pragmatic approach to the development of the expert skills and knowledge you require to contribute to the future success of your enterprise.

Program Objectives

After just three days of intensive training, you will be equipped to go through all key steps of a negotiation process. The program aims to enable participants to lead successful negotiations with proven Solution Focused and Outcome Oriented approaches using coaching skills:

- Read signals and prepare for negotiations.
- Participate as a member of a negotiating team.
- Sort through a multi layered proposal and make an effective counter proposal.
- Find relevant information and recognize key conversational frameworks.
- Create alternatives.
- Make a deal.

You will be coached at each step to effectively move beyond any personal negotiations challenges.

Who Should Attend?

This program is specifically designed for:

- New negotiators and negotiating team members.
- Coaches working with negotiators
- Experienced negotiators who would like the opportunity to work with skilled Negotiation Coaches to review and further refine their skills, with updated negotiations methods.



"In a successful negotiation both parties feel that they have won!"
- Marilyn Atkinson

Topics

A fast paced combination of lecture, small group practises round table discussions and simulated bargaining will be used.

- Negotiating priorities and strategies
- Selecting and organizing the negotiating team
- Preparation: How to prepare a range of questions
- Sources and uses of information
- Determining the real issues
- Drafting proposals that succeed
- Negotiating action steps
- Powerful methods for asking questions
- How to make concessions
- How to break an impasse
- How to conclude your deal well
- Packaging and re-packaging an offer
- Meetings Management Principles
- Effective Coaching with clear negotiations skill-sets

