WIN-WIN NEGOTIATIONS

Experience the art of Win-Win Negotiations in our workshop. We delve deep into the complexities of negotiation strategies, aiming to create collaborative outcomes and unlock maximum value for all stakeholders.

Throughout the session, we guide participants through essential pre-negotiation steps, emphasising the importance of understanding the underlying costs of deal components and discerning their perceived value by the customer. Furthermore, our focus extends to strategic planning for negotiation success, covering key concepts like the Zone of Possible Agreement (ZOPA), crafting meticulous planning sheets, and implementing actionable techniques for optimising Win-Win outcomes.

Tailored Workshop

Each workshop we offer is customised to suit your team's specific needs and align with your business objectives. Whether you prefer virtual sessions, face-to-face workshops, or a combination, we cater to your preferences. Our workshops, which can span one or two days, cover various topics tailored to optimise your team's performance and address your unique challenges.

Topics Available

- What are collaborative negotiations?
- The importance of ethical behaviour in negotiations
- Exploring effective communication strategies to influence negotiations positively.
- Understanding the significance of trust and rapport
- What are trading variables and the importance of cost vs value.
- What does the other party value in the negotiation?
- Developing skills to address objections effectively
- Learn about the ZOPA when negotiating.
- Use a planning sheet for your negotiation.
- What are collaborative negotiations?
- Create a BATNA to increase your confidence.
- Discover top tips on trading variables.
- Tactics that buyers use to make you concede
- Learn how the negotiation environment is changing.
- Reviewing negotiation outcomes and analysing lessons learned to improve future negotiation strategies and tactics.

Additional Resources

Other available resources to support your presenting confidently workshop;

- Customised consultation to meet your specific needs.
- Complete DISC profiles for the entire team to identify negotiation traits.
- Negotiation Skill scans for both team members and managers for assessment.
- Integration of managerial best practices.