



## Strategic Negotiation Skills

### Program Outline

**Overview** The Red Sky approach combines planning and communication skills to ensure a strong outcome while maintaining – and even growing – the business relationship.

Participants learn how to effectively analyse the negotiation situation and then determine the most effective approach using appropriate strategies, tactics and skills to achieve win/win outcomes.

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- Topics**
- What is an effective negotiation?
  - The impact of “Relationship”
  - Planning Your Negotiation – Planning Tool
  - Developing your BATNA
  - Dealing with tactics
  - Communication Skills
    - Powerful Questions
    - Reflective Listening
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- Outcomes**
- Have greater control and confidence when negotiating.
  - Achieve more positive outcomes while maintaining the relationship.
  - Deal more effectively with “difficult” negotiation partners.
  - Understand that there is greater strength in “asking” and “discussing” rather than “posturing” and “dictating”.
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**Duration** 2 days for 8 participants (suggested maximum)