



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.

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)

Or

1 day if Influencing Skills Program has been completed prior