

## Negotiation for Win-Win

### ***Program Snapshot***

Knowing how to negotiate well helps the negotiator to be in control and reach a win-win situation for all parties involved. Strong negotiation skills let the negotiator value others' perspectives and consider the terms agreeable to all without feeling distressed. Our training intervention on Negotiation Skills is designed to help participants

- Learn the phases of negotiation & the questions to be asked to identify pain points
- Recognise their own behavioural style, know what and how to adjust for better negotiation outcomes
- Diagnose and isolate the underlying reasons for conflict to work on agreeable solutions
- Develop an understanding about different styles of negotiation and how to position information in different ways
- Apply negotiating concepts - WATNA, BATNA, ZOPA appropriately for best outcomes
- Practice tactics to address common negotiation roadblocks, deadlocks and other barriers
- Reach a win-win situation while negotiating with others

### ***For Levels***

Middle & Junior Managers / Team Leaders / Supervisors / Executives in Sales & BD Team / Customer Service Team

### ***Duration***

2 days

**RAISE  
THE  
BAR**