

Negotiation

Everyday, people negotiate about money as if this is the only thing that matters. This is short-term thinking, and fails to take into account risk, quality, trust, delivery, supply, amongst many other needs people and companies have.

Failure to negotiate these items well costs money, and undoes all the hard work in reaching an agreement.

Skilled negotiators know that the face to face time is only a small part of professional negotiating, which requires full awareness at all times in the influencing process.



Content

This intensive ENS workshop shares a systematic framework that builds a clear understanding of how the negotiation and influencing process works. Develop specific skills, such as questioning skills, that will markedly assist job performance and enhance personal capability. Plan your own actual negotiations currently being undertaken to provide an immediate return on investment. Obtain feedback through an individual negotiation assessment inventory.

Workshop results

Diagnose the underlying negotiation and influencing process
Prepare more effectively for negotiations
Use flexible negotiating and influencing styles
Build 'trust' and control the 'emotional atmosphere'
Use negotiation tactics purposefully
Counter the tactics being used by others
Break deadlocks creatively
Obtain meaningful concessions
Sequence negotiations through their phases
Structure language to create cooperation
Secure commitment to lasting agreements

Who will benefit from this workshop

For leaders and managers, of any experience level, hoping to improve their negotiation skills and outcomes.

Workshop length

This workshop can be delivered as a one day to a four-day intervention, depending on the blend of theory and practice desired. We strongly recommend that a minimum of 3 days is required for a thorough experience of the model with practice.

Testimonial

"I am happy to report that my first 'negotiation' since becoming armed and dangerous went very well with a difficult customer - directly attributable to the ENS workshop."

BUSINESS DEVELOPMENT MGR – SINGAPORE

"Your workshop taught me how to think and act as a negotiator and not simply to accept supposed tried and tested theories or concepts."

FINANCE DIRECTOR – PHILIPPINES

"I've been on four negotiation courses and ENS is superior - your individual-focused approach made the workshop relevant to a very tough audience of senior management."

VICE PRESIDENT – USA



Moments of truth*

When the Other Party (OP) becomes aggressive
When the OP opens up old issues you thought were resolved
When there are questions you hope the OP do not ask
When a tactic is used against you
When an agreement is made, but there is no trust
When the OP breaks their agreement
When you face the prospect of "losing" this negotiation

* Situations and events in business in which specific knowledge and skills will make the difference between success or failure.