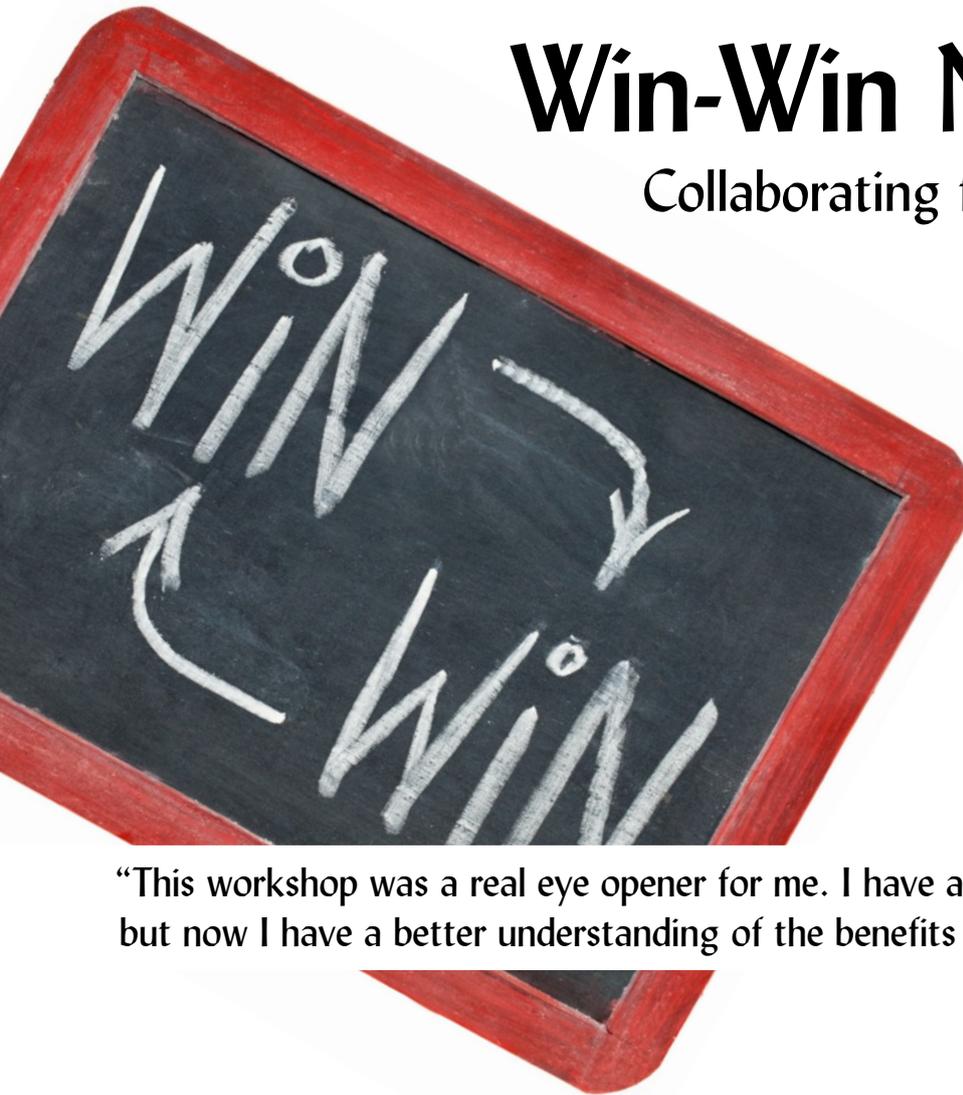


Win-Win Negotiation

Collaborating for successful outcomes



“This workshop was a real eye opener for me. I have always negotiated competitively, but now I have a better understanding of the benefits of collaboration.” - Previous participant

About the Workshop

Many workshops teach negotiation as a series of power tactics used to get what you want. While these skills are important, ultimately they can undermine trust and long-term relationships.

What is more important is to learn the skills required to create win-win relationships. In order to do this, it is necessary to first cultivate a win-win mindset, be sensitised to power tactics, and learn how to steer any negotiation towards the three steps of collaborative negotiation:

1. Focus on interests, not positions.
2. Invent options for mutual gain.
3. Insist on objective criteria.

This training will equip you for negotiations in both your professional and personal life.

About the Facilitator

Simon Prince is a senior consultant and leads MDN Fusion's Leadership Development service. An experienced negotiator, he is passionate about helping people develop collaborative attitudes and skills. Simon's career has been spent at the 'sharp end' of Operations and HR Management.

About MDN Fusion

MDN Fusion is a Leadership Development and Assessment consultancy. We have a passion for developing people to their full potential and work with organisations who share this desire for their team members. Our development solutions enable people to build the right attitudes and skills to be enduringly successful in the global market

Objectives

In addition to mastering the three steps of win-win negotiation, you will learn how to:

1. Identify your natural negotiation style
2. Cultivate an assertive mindset
3. Tailor your negotiation style for different personality types
4. Identify the “zone of possible agreement”
5. Recognise when power tactics are being used against you
6. Steer competitive negotiation towards collaborative negotiation
7. Enjoy the process!

Methodology

We believe in experiential learning, but few workshops are as packed with as many role plays and large and small group negotiation opportunities as this one! Throughout the two days, we will learn the principles of win-win relationships and then have an opportunity to practice the strategies so that we enter each negotiation prepared!

Negotiation is everywhere. Learn the strategies.

