

Negotiate

Like A Pro

Professional Development

The office, the boardroom, or the backyard, all demand negotiation skills. The only successful deal is the one where everyone feels as though they were treated fairly and they were able to win. Negotiations can be structured so you guarantee the other side wins. It requires understanding people and being able to think creatively. Be able to overcome obstacles without feeling embarrassed or inadequate. Change your perception of negotiation. Develop the skills necessary to become a master dealmaker. Learn how to satisfy everyone in the transaction. Be able to walk away with confidence, knowing you did your best. All this and more will be packed into a lively and entertaining session that will provide you with the tools you need to sharpen your negotiating ability. Each participant will be given materials that will serve you well for years to come.

If you have power, negotiating your objectives will be much easier. Negotiating power is found in the elements brought to bear in every negotiation. Power is found in:

- The knowledge you have of the negotiating situation you face.
- Expanding awareness of what will motivate the other side.
- Discovering the options available not just to you, but to the other side as well.
- Your negotiating experience and how you use it.
- The reputation you and your organization have established.
- The bargaining techniques you have at your disposal.

Learn the difference between positional and principled negotiation. *Negotiate Like a Pro* will help you in everyday circumstances. It will give you the valuable tools required to persuade and get more of what you want and need. Find out why it is important to hear a “no”.

All too often people become intimidated when they hear the word “no”. This program can help you change your perception and your life. It will free you to present your offering in a way that makes it more compelling.

Answer the tough questions with the right approach. Set the right tone and get you better outcomes.