

THE NEGOTIATOR'S TOOLKIT GOES BEYOND WINNING TO MAXIMISING ALAN PARKER

Negotiating is the single most frequently used skill in the business world at every level and is probably BUSINESS SUCCESS FACTOR No 1.

The Negotiator's Toolkit Seminar has been conducted in many of Australia's major Corporations and Government Agencies as well as organisations throughout Asia, USA, Europe & the UK including Microsoft, Mobil Exxon, and Arab Malaysia Bank. It has also been conducted in London and at the Technical University of Budapest, Hungary.

You will learn:

To think like a negotiator – Explore how your thinking impacts upon the negotiation process. Learn the effect of the 'adversarial or cooperative mindset' – beliefs which frequently limit the options to winning, losing or 'splitting the difference'.

To Strategise your negotiation – Identify and understand the impact of different strategies within a negotiation. Understand the diversity of styles available in negotiations and the impact they have.

You will learn to establish and maintain rapport, maintain a positive state throughout a challenging negotiation, listen, respond and question, as well as utilising a range of agreement generating skills.

To build lasting Relationships – Understand the importance of maintaining relationships while managing Content and Process. You will learn to maintain productive relationships based on mutual needs and enhance success and ensure ongoing and long-term alliances.

The skills you will take away from this program are:

- To think like a negotiator
- Create "agreement-focused" negotiations
- Apply a strategic framework for successful negotiation
- Handle high emotional states – yours & theirs
- Manage & influence others through their values
- Turn objections into agreements
- Promote mutually beneficial results
- Rapidly build rapport for successful Relationship negotiations
- Halve the time and double the effectiveness
- To move from "stuck states" to resourceful states
- Stay on track by establishing a clear purpose & framing
- Identify and build upon existing agreement
- Ask quality questions to produce effectively respond

THE NEGOTIATOR'S TOOLKIT WITH ALLAN PARKER GOES BEYOND WINNING TO MAXIMISING

Negotiating is the single most frequently used skill in the business world at every level and is probably BUSINESS SUCCESS FACTOR No 1.

You will learn to Think like a Negotiator, exploring how your thinking impacts upon the negotiation process and the effect of the 'adversarial or cooperative mindset' – beliefs which frequently limit the options to winning, losing or 'splitting the difference'.

You will learn to strategise your negotiation identifying and understanding the impact of different strategies within a negotiation. You will learn to establish and maintain rapport, maintain a positive state throughout a challenging negotiation, listen, respond and question, as well as utilising a range of agreement generating skills.

You will learn to maintain productive relationships based on mutual needs and enhance success and ensure ongoing and long-term alliances.

DATES

Sydney – July 1 & 2

REGISTRATION

Please register your interest to Reg Polson at reg@polson.com.au or call 03 9889 4455 for more details.