

Influencing and Principled Negotiation

Two Day Program

“You can close more business in two months by becoming interested in other people than you can in two years by trying to get people interested in you.” Dale Carnegie

Whether dealing with difficult and complex negotiations or in everyday stakeholder interactions, where people and their position combine, this program focuses on taking a principled approach to ensure both parties reach mutual outcomes, whilst maintaining the interests and relationship of the individuals involved.

Using a case study collaboratively developed to specific business circumstances, this two-day program applies a number of tools and techniques to navigate through three simulated stages of negotiating principled outcomes: meeting the other party, discussing options and the negotiation.

Pre-program work

Read article and consider reflection questions.

What the program covers

- Explore principled negotiation
- Subjective & objective positions
- ‘Weapons of Influence’
- Effective listening and questioning techniques
- How to handle conflict
- Using objective criteria
- Simulations for role-play practise
- Participants receive personalised and targeted feedback and coaching on skills application
- Develop an action plan for implementation and coaching back in the workplace in alignment with the 70/20/10 methodology

Embedding Activity

Receive a Virtual Meeting Checklist.

Learning Outcomes

- Identify when to separate the person from the problem to foster better relationships even where parties are diametrically opposed
- Demonstrate listening with authenticity and engaging in quality questioning to achieve desired outcomes
- Employ techniques to move negotiations from conflicting positions to interests and options for mutual gain
- Define typical approaches to conflict, and its likely effect on negotiations to be better prepared for the conversation

Business ROI

- Maximised opportunities through a multidimensional perspective on individuals and organisations
- Increased confidence and competence to manage all negotiations effectively
- Increased brand business positioning to say ‘no’ whilst maintaining stakeholder relationships
- Increased setting of strong precedents and managed messages in order to develop brand equity

Who should attend?

For those who want a leading edge when negotiating terms and to feel confident influencing outcomes.