

core negotiation

Feed your potential



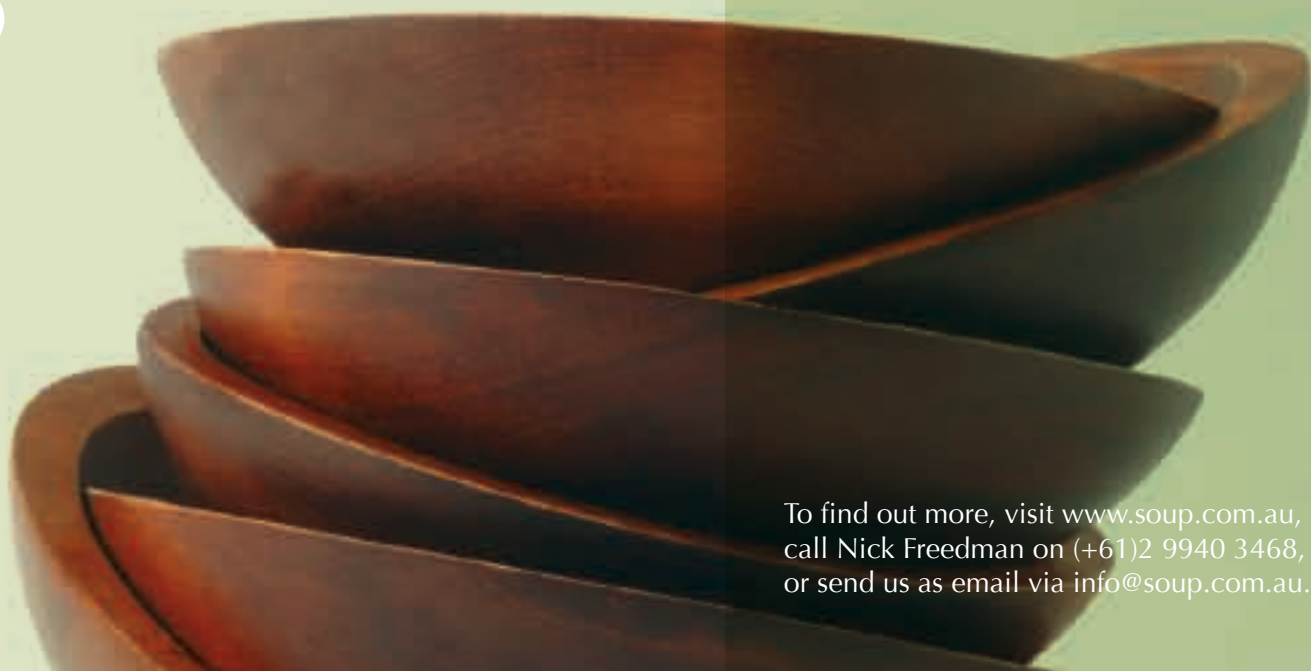
Everyday we negotiate. All businesses require effective negotiators to ensure they are successful. Negotiating well is a skill, which for many can be challenging. Once mastered though, negotiation can be used to win new business, improve stakeholder relationships, reduce workplace conflict and enhance levels of client service. It can also help us gain greater clarity about what we want from our personal and professional life.

By raising awareness of behaviours, this program helps individuals to overcome their current negotiation challenges. It also illustrates ways to increase influencing power, and shows how to develop the skills and mindset to achieve win/win outcomes. The workshop practices include discussion, best practice theory and real-life scenarios to empower participants with the skills, knowledge and confidence they need to negotiate effectively. Modules can include:

- Overcome blocks
- Define your principles
- Types of power
- Increase influencing power
- Research techniques
- Develop your options
- The five phases of negotiation
- Preparing for a negotiation
- Develop objective criteria
- Work with different negotiation styles
- Separate the person from the problem
- Focus on interests, not positions
- Reaching an agreement
- Develop a negotiation toolkit

Each Core Practice is an experiential group workshop, tailored to directly align with your business culture & needs. They're effective separately, and can be combined to create long-term programs. The practices include:

Core Time	Core Strategy
Core Coaching	Core Projects
Core Behaviour	Core Teams
Core Change	Core Wellbeing
Core Service	Core Leadership
Core Negotiation	Core Communication



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