



Helping organizations build
relationships one conversation
at a time

Negotiation, the Art of Influence Workshop: Learning Objectives

Increase awareness of negotiation styles

- Adjust to different styles and tactics without being thrown off your game
- Have a map for finding your way, regardless of what your counterpart does
- Understanding the underlying principles in different approaches so that you can always respond constructively

Learn how to prepare for a negotiation

- Know how to prepare quickly and efficiently
- Focus on the essential elements
- Learn a process to prepare a team

Know when to walk away

- Understand how to evaluate when to stop negotiating
- Determine your best alternative to any agreement
- Improve your negotiation power
- Estimate the cost of saying no
- Say no while preserving the relationship

Develop a common vocabulary among colleagues

- Become more persuasive when working across business units, especially when there are differing priorities
- Bring together colleagues with divergent priorities and orient them towards shared goals
- Be able to speak about and learn from other people's successes and failures

Become more skilled at influencing others

- Become more strategic in influencing up the power chain
- Learn to look underneath demands to unearth people's real needs, wants and concerns
- Develop creative strategies for getting people to agree

Get more for yourself without damaging the relationship

- Learn strategies for increasing the overall value of any deal so that both parties benefit
- Separate value from the relationship so that you're not held hostage trying to assuage feelings

Deal with difficult negotiators

- Know ways to handle a bully
- Get what you need even from a weak position
- Learn flexibility to negotiate across cultures
- Diagnose difficult tactics and how to handle them

eque.com
inquire@eque.com

860.961.0961 p
860.572.2962 f