

Win / Win Negotiation (LS8)

A one-day learning module
Prerequisites: LS1, LS2, LS3, LS4

The Transformational Leadership Skills Program:

Leaders make tomorrow different from today by conscious intention. Leadership happens throughout organizations, not just at the top. Everyone has a leadership horizon and everyone can increase it. How big your leadership horizon gets depends on the leadership skills you have and exercise. TLS is a program of sharing and learning with experts. It enhances your skills for engaging in leadership activities and producing leadership results. All training includes one hour of telephone coaching to get you launched after the course.

This Learning Module:

Win / Win Negotiation (LS8)

Negotiation is about parties with mutual interests moving towards something beneficial in the future. Win/lose negotiation is a competitive process of defining that "something." Win / win negotiation demonstrates the skill that leads participants through the competitive process into a co-operative process without losing their diversity so that everyone is fully engaged as winners in the outcome.

Do you need to:

- Optimize your buying costs and terms?
- Maximize overall sales and profits?
- Know when to play "hardball" and when to use softer techniques?
- Refine your competitive advantage?
- Learn to "read" the other party?

If the answer to any of the above is YES then you need *Win / Win Negotiation*.

Win / Win Negotiation is the icing on the cake of participatory business skills. This learning module defines the difference between win/lose and win/win negotiation skills and demonstrates win/win as a coalition of collective power, rather than the triumph by default or by force of some participants over the others.

Win / Win Negotiation:

- Discover synergy among partners,
- Provides processes for defining contract terms;
- Is valuable for defining new structures in mergers, coalitions, partnerships and joint ventures; and
- Demonstrates ways to refine the many formal and informal agreements among staff and employers.

Who should participate in this learning?

Everyone - being an active member of society involves negotiation. Win / win negotiation is valuable for middle to senior level managers in business, industry, government and social organizations, supervisors, sales agents, buyers, executive directors, managers, consultants, community specialists, health care practitioners, teachers, students, parents, concerned citizens.

Benefits:

- Higher profit margins - more bang for the buck;
- Reduced costs;
- Greater clarity of who is responsible for what;
- Organizational stability;
- Knowledge of how to prepare for negotiation;
- A take-home compendium of tools, tips and tactics for many different situations;
- Understanding of how to respond to expert negotiation.

Cost:

\$495.00 +\$34.65 GST
total = \$529.65 [breaks and lunch included]

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Earlybird discount applies.