



The FUNDAMENTALS

Types Covered

HARD BARGAINING

CONCESSION TRADING

VALUE CREATION

PARTNERSHIP

A one-day workshop that teaches the fundamentals of negotiation.

You can expect to walk away understanding the four negotiation types and four phases. Learning skills such as getting inside your counterparty's head, effective language, and how to assess Gets, Gives, and Both terms, you will have a good understanding of what it takes to be successful in Transactional negotiations. Putting it all into

practice, you will take part in a Hard Bargaining and Concession Trading scenario with feedback. The Fundamentals is a workshop appropriate for anyone interested in learning the skill of negotiation. No previous experience is required.

Expect a full day of learning!

INTENDED AUDIENCE

- Supporting Teams
- Indirect Negotiators
- Transactional Negotiators
- First-Time Negotiators

ADDITIONAL LEARNING

Taking part in negotiation role-plays with consultant feedback and peer feedback. Getting inside their head.

PARTICIPANTS

We recommend up to 14. Even number of participants is preferred.

