



BUSINESS NEGOTIATION FOR IMPACT

3 Days of Training | Immersive Learning Experience | Face-to-Face/Virtual



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OVERVIEW

How many potential opportunities have you unknowingly left on the table because your negotiation skills weren't as sharp as they could be? What could mastering the art of negotiation do for your career, your deals, and your organisation's bottom line?

This programme is designed to give a competitive advantage to business professionals, managers and leaders involved in decision-making as well as people in sales and procurement functional roles, all of whom share the common necessity of negotiation



WHY OUR PROGRAMME?

This programme takes you on a learning journey in which you will gain knowledge on the basic types of negotiations, the phases of negotiations, and the skills needed for successful negotiating. You will learn how to gauge a sense of your counterparts' needs in a negotiation and how to negotiate and settle on mutually beneficial agreements.

In the legal field, understanding and anticipating counterarguments is essential for effective advocacy. This principle runs through the negotiation preparation process. This intensive programme will provide you with techniques to work through deadlocks and persuade participants to negotiate beyond a "take it or leave it" position.

The programme is designed to give you preparation strategies and build confidence in negotiation capabilities with a deeper understanding of how to strategically maintain relationships and put your best foot forward in the negotiation room.



PROGRAMME OUTCOMES:

This course will benefit you (and your organisation) by empowering you with the skills to:

- Prepare for negotiation and apply fundamental principles to different business contexts;
- Anticipate counterarguments as part of the preparation process;
- Apply agile techniques to work through deadlocks;
- Evaluate risks and manage arising conflicts in negotiations;
- Make realistic offers and counteroffers that create value for mutually beneficial agreements; and
- Propose alternatives to negotiated agreements



PROGRAMME DETAILS:

- 3 Days of training
- Face-to-face delivery/virtual Instructor Lead Training (vILT) delivery
- Immersive learning experiences through simulations, role plays and action learning

PROGRAMME DESIGN

BLOCK 1: AN INTRODUCTION TO BUSINESS NEGOTIATION

- Negotiation and doing business: what is negotiation and why is it necessary?
- Key terms and concepts
- Emotional Intelligence (EQ) in negotiation
- Understanding interests vs. positions
- Types of negotiation: Distributive vs. Integrative negotiations
- The negotiation process
- Relationships and power dynamics in negotiation
- Case study discussion

BLOCK 2: NEGOTIATION STRATEGIES AND TECHNIQUES

- Preparing to negotiate
- Reality testing and risk analysis
- Making attractive offers
- Framing and anchoring offers
- Building a negotiation strategy
- Effective communication: Asking the right 'asks' and reading cues
- Persuasion techniques
- Working through deadlocks in negotiation
- Role plays: Practicing persuasion techniques in simulated negotiations

BLOCK 3: ASSESSING RISK AND PROPOSING ALTERNATIVES

- Proposing alternatives to a negotiated agreement
- Reality testing and risk analysis
- Working through deadlocks in negotiation
- Managing emotions in a negotiation
- Making realistic offers and proposals
- Simulated role play activities

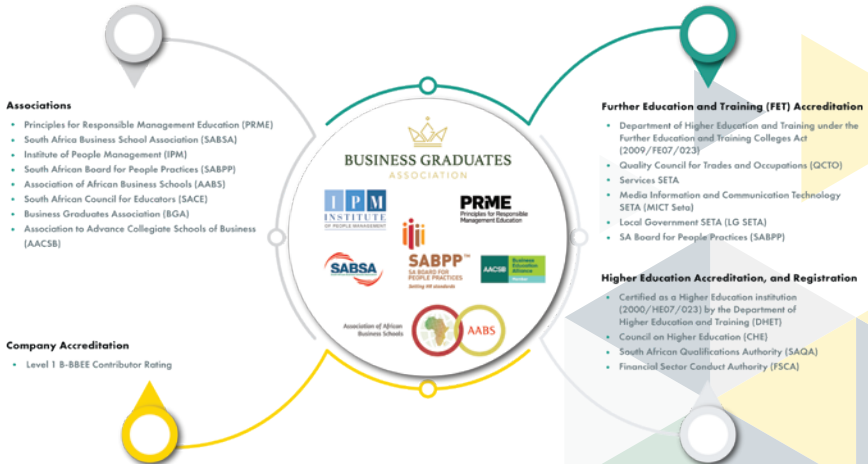


LEARNING METHODOLOGIES:

This programme is designed with the following methodology



ASSOCIATIONS AND ACCREDITATIONS



CERTIFICATION:

- Certificate of Attendance from Regenesys Corporate Education

All Regenesys Corporate Education open programmes can be tailored and customised for corporate cohorts

