

THE

NEGOTIATION

FOCUS®

How to Manage Conflict, Collaborate with Difficult People, and Make Better Deals

There is an element of negotiation in almost every interaction. If we are not collaborating with either other workgroups, teams, suppliers, or customers, we are probably not positioned to be competitive.

Collaborating with others requires constant negotiations and renegotiations to ensure great results are achieved. The **Negotiation Focus** provides a research-based model to conduct negotiations that leads to better agreements. Agreements that help you accomplish your objectives while building lasting relationships.

Successful negotiators use specific behaviors, tools, and a process to get what they want. They help their organizations develop closer, more creative relationships with better deals. This course lays out the foundation to learn a process (model), build your skills, and utilize tools that will help you master the skills of negotiation.

Participants in The Negotiation Focus®...

- Assess and receive feedback on yourself as a negotiator.
- Learn a negotiation model and a planning process to prepare and conduct effective negotiations.
- Practice specific behaviors for negotiating effectively.
- Understand tactical choices and approaches to reaching successful agreements.
- Constructively manage conflict and counter objections positively.
- Learn how to not 'give away the farm.'
- Apply the process and skills to real business situations.

Features of The Negotiation Focus® Program

- ▶ Flexible design: ½ day, 1 day, 2 day and webinar formats available
- ▶ Easy customization to link influence skills to the unique issues of your organization
- ▶ Focus on real business situations for instant application
- ▶ Pework, planning guides and learning aids
- ▶ Follow-up support and programs, use of Internet and intranet
- ▶ Trainer certification and one-on-one coaching available

Who should attend The Negotiation Focus® Program?

Managers, team leaders, project leaders, supervisors, customer service people, salespeople, IT professionals - ***anyone who needs to collaboratively negotiate better deals.***



Learning that matters

Vengel Consulting Group

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