

Negotiation Strategies



Workshop Info

Pricing* \$9,000

Max Participants 25

Length & Delivery 1-day In-Person or Virtual

Pricing includes customization, all workshop material, and follow-up coaching for 1-year.

**Talk with an IFI consultant for additional pricing, content and delivery options.*

Work with other parties to find “win-win” solutions; create favorable negotiation environments and understand the needs of everyone involved by applying the negotiation strategy process.

Participant Outcomes

- Implement **win-win outcomes** and help others recognize the benefits to involved parties
- Identify and effectively **apply the most common negotiation tactics**
- Anticipate **the 3 factors that affect the outcome** of negotiations to achieve improved results
- Understand **the 3 stages that occur** in each negotiation process and improve skills to progress through the process

Material Covered

- The Negotiation Environment
- Understanding Motivations and Values
- The Negotiation Process
 1. Preparation
 2. Power
 3. Time
- Negotiation Tactics

Organizational Outcomes

- Win-win agreements and solutions
- More productive negotiation meetings
- Fewer unresolved disputes



Just a Little Bit Better

Habits & skills form when we consistently and regularly apply principles, becoming just a little bit better one “drop” at a time.

Our training process transfers skill through:

- **Pre-workshop customization**
- **Engaging, tool-based workshops**
 - Fun, 70% exercise-based workshops
- **Regular post-workshop follow-up**
 - Follow-up for one year following training

Find out more at <https://ifitraining.com/ns>