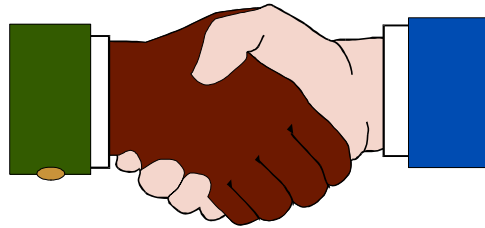


Negotiating to Yes for Project Managers



Target Audience

This two-day workshop is aimed at Project Managers who want to develop their negotiation skills that can be used internally to resolve problems/conflicts, to negotiate with customers and/or suppliers to maximising project effectiveness.

Workshop Aims

Participants will be able to:

- θ Develop relationships using MIR
- θ Developing an assertive negotiation approach
- θ Explore the negotiation process and techniques
- θ Develop a BATNA
- θ Understand how to handle “dirty tricks”
- θ Establish roles and rules for team negotiation
- θ Practise negotiation techniques through role-play

Agenda

Workshop introduction
MIR overview
Identifying other person's needs/WIFM
Assertive techniques
Separating people from the problem/issue
Role play 1
Developing your BATNA
Body language
Role play 2
The six steps
Negotiation role play 3
Negotiation dirty tricks/techniques
Negotiating in a team
Negotiation role play 4
Workshop review