

Overview of THE “Win-Win”

MUTUAL GAINS NEGOTIATION EXPERIENCE

This two and one-half day program of instruction and interaction – based on the Harvard Law School program – is designed to enhanced your skill and increase your proficiency in the art of negotiation.

Why Attend?

Negotiation is an activity you simply can't avoid – on or off the job.

Negotiation allows you to deal more effectively with every-day complex problems.

Who Should Attend?

Anyone who is called upon to negotiate internally for scarce resources and those people who negotiate externally with customers, service providers, subcontractors, other organizations, etc. will want to attend this unique workshop.

How Will You Benefit?

You will be able to:

- Explain why virtually every aspect of your life is a negotiation
- Describe why you need to build constructive relationships
- Identify the downside of using “conventional wisdom”
- Explain why you should focus on interests rather than position
- Generate options which can result in mutual gains for both parties
- Understand why you need to separate the issues from the people
- Construct the Best Alternative To A Negotiated Agreement or BATNA
- Avoid the trap of “group think”
- Effectively use “proven” preparation tactics
- Prepare for and conduct a successful negotiation

What Will You Learn?

- How to use a logical and systematic win-win approach to negotiation
- How to develop creative solutions to difficult problems
- How to build and maintain long-term positive relationships
- How to deal with every phase of the negotiating process
- How to achieve “better business outcomes” in virtually any negotiation
- How to conduct hands-on negotiating with other people

This is not a sit back, take notes and lecture program!

This is a lively and interactive workshop providing the opportunity to negotiate in a variety of situations. You will gain many insights and learn a concise step-by-step negotiation process. Your new found skills will be put to the test during several engaging activities. Within the first hours of the program, you will begin to develop the confidence and poise required to deal effectively with every phase of the negotiating process. Attendees have actually used the information gained during the first day morning session, to make a call at lunch, relating to a negotiation they were involved in!

About Your Workshop Leader

Roger M. Ingbretsen was certified in “Teaching Negotiation in the Organization” by the Program on Negotiation at the Harvard Law School in 1995. Since then he has taken hundreds of people through this thought provoking and engaging process. He is President of Ingbretsen Consulting LLC, a firm specializing in Leadership Coaching and Organizational Development.

Cost

The base cost of this workshop is 3,468.00 or \$289.00 per person with a minimum of twelve people. Each additional person up to a maximum total per workshop of 16 people is \$200.00 per person. This includes all workshop material. It does not include facilities, snacks/meals, audio/visual equipment and travel/lodging.