

SPIRiT™ INTELLIGENCE

Spirit Intelligence in Action
16 Cylinder Performance
Once you've experienced it
..... why settle for less?



NEGOTIATING SKILLS

Do your key people have outstanding negotiating skills?

‘No man is an island’. In the course of their daily work, your people are constantly negotiating with other departments and third parties, with contractors, suppliers, alliance partners, customers, regulatory authorities, government agencies, banks and consumer groups. They have to get the job done for your organisation to be successful.

The word negotiation is derived from the Latin words “*nec otium*” meaning “not with ease”.

Successful negotiating is very challenging for untrained people.

We're not taught these vital skills at school or in tertiary education institutions. Unless your key people are given good negotiating skills, the successes and results of your enterprise are currently jeopardised.

Can you afford the risk?

Negotiating Skills Enhancement

This Two Day **7 STEP** *Negotiating Skills* enhancement session will provide your people with a set of practical negotiating techniques, tools and approaches.

Participants learn how to:

- 1. Define the positions and interests**
- 2. Define your BATNA**
Your BATNA and your MSP are your points of indifference – the major sources of negotiating power
- 3. Analyse their situation**
What is their BATNA and MSP.
Analyse the balance of power
- 4. Plan your strategy**
Never break your MSP
- 5. Positioning**
The rules of positioning
- 6. Momentum and concessions**
Build, sustain and control momentum at an appropriate pace
- 7. Close the deal**
Achieve the best for your organisation whilst sustaining good relationships with the other party

Session Success Outcome

Negotiating Skills enhancement will give your people the skills to negotiate best possible outcomes.

With these skills they gain confidence and feel empowered. Every negotiation between your people and other parties will be optimised and dealt with positively. Your results will improve significantly while your organisation benefits from more harmonious, long-term relationships.

To guarantee our programs are stimulating, challenging, highly effective and fun we use accelerated learning and experienced facilitators with a track record of success.