



Corso - 03/07/2024

Sharpen your negotiation skills

The program takes a contemporary and engaging approach, where participants learn and practice essential negotiation techniques in a fun way

Obiettivi

- It offers a process-driven approach to negotiation, based on identifying and satisfying stakeholder interests
- What makes us successful in negotiations, and why different approaches are more (or less) effective
- Ways to obtain buy-in from others by brainstorming creative options that create differentiated value for all stakeholders
- Persuasive communication that calibrates expectations and uses data to influence the decision-making of others

Programma

- The proven interest-based negotiation framework and techniques, developed by experts in global negotiations who are founder of Alignor LLC;
- The content is structured to support discovery learning for adults by experimenting Alignor games/simulations mimicking real-life examples. These real-life scenario-based games highlight the underlying principles of negotiation relevant to all learners regardless of each learner's pre-existing assumptions, biases, and experiences;
- A proven three-step negotiation process which focuses on understanding the interests, or needs, of yourself and others. This is a simple yet very powerful conceptual framework that can be applied to all negotiations;
- Understanding the essence of collaboration versus competition during the negotiation process;
- Identifying stakeholders' interests;
- Brainstorming and evaluating negotiating options;
- Risk analysis – what happens if we do not reach an agreement;
- Communicating offers and influencing other's decision making.

Destinatari

Professionals of all ages, education, and seniority who likes to become highly effective negotiators. It is designed for those who wish to achieve better results from their commercial negotiations with customers, suppliers with new tools to sharpen their skills and maximize their business objectives.

Durata

8 ore

Quota di adesione:

650,00 € + IVA a persona per le aziende associate

750,00 € + IVA a persona per le aziende non associate

Date e Sedi di svolgimento

03/07/2024 09.00-18.00 - ONLINE