

## **Welcome to Win-Win Negotiation Skills**

***Enhancing Versatility and Results when Negotiating***

### **Goal**

This workshop is designed to enhance your influence and persuasion skills through greater adaptability to various needs, personality styles and negotiating approaches for better results.

### **Objectives**

With an open mind and a willingness to participate you will learn how to:

- Utilize two important tasks for helping negotiation outcomes
- Help reduce relationship tension and increase trust & likeability
- Practice recognizing different purposes of communication and exercising responses that help influence the negotiation outcome
- Identify, better understand and manage your own personal style
- Recognize the four common styles of behavior along with their natural negotiation strengths and potential weaknesses
- Practice adapting to other styles different or opposite to your own to invite or solicit better results
- Practice discovering the other party's range of potential agreement
- Explore ways to confront with greater comfort and confidence in order to gain better outcomes
- Set a personal action plan that will help transfer and reinforce your versatility negotiating with other people