

Negotiations: Win-Win Negotiation Skills : Negotiations: Win-Win Negotiation Skills

Everything we do involves negotiation. In this workshop, learn key negotiation skills and strategies that can be used in achieving organizational success. Additionally, learn the relationship between conflict and win-win negotiations, and how to minimize emotions in successful negotiations. (6 contact hours)

Prerequisites

Leadership Certificate Program (36H)

Course Outcomes

- Employ the methods which will turn opposing points of view into an honest dialogue
- Recognize and respond effectively to the needs/wants of each party
- Utilize questions to create dialogue
- Identify effective negotiation strategies
- Distinguish between focusing on the issue vs. the personality, and turn emotional responses into thinking responses
- Understand perception issues as it relates to negotiation (body language, past experiences, etc)
- Identify the root of most communication conflicts and analyze habitual response patterns which can influence negotiation success
- Evaluate how understanding and empathy can impact negotiations