Effective Negotiation: Strategies and Tools

Duration: 1 day
Audience: Pour tous

Who is this training for?

Managers or employees called upon to negotiate as part of their duties.

Training objectives

Through practical cases with exercises, workshops and simulations, be ready to :

- Prepare for a negotiation and establish your action plan according to the context and the issues present.
- Interpret your negotiating style, and identify its strengths and weaknesses and use your personal negotiating levers.
- Identify the styles of negotiators and adapt their negotiation strategy.
- Identify the preparation techniques and strategies to be used during a negotiation.
- Recognize and understand the pitfalls to avoid.
- Execute an action plan using an analytics tool.

Summary

Whether in our personal or professional lives, negotiation is part of our daily lives, sometimes without even realizing it. It is therefore not surprising that in an organizational context, negotiation is a must: colleagues, customers, partners, suppliers, employees, etc. Inspired by tactics and strategies taught by renowned universities and negotiators, this training will allow you to solidify your negotiation fundamentals. This training will give you the concrete tools to prepare for and analyse negotiation situations, but also to develop winning solutions, in order to promote quality and sustainable professional relationships.

Course outline

The Foundations of Negotiation

- The Definition of Negotiation

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- The Preparatory Steps for Negotiation
- The Key Questions for Good Preparation
- The Qualities of a Good Negotiator

Negotiator Styles

- Negotiator Styles: Know Your Style and Recognize the Style of Others
- The Advantages and Pitfalls of Each Style
- The Styles to Favor According to the Context

Negotiation

- The Negotiator's Dilemma and Negotiation Strategies
- The negotiator's mindset
- Negotiation pitfalls to avoid
- The basic principles of MESORE/BATNA

Practical application (simulation, as a team, of a negotiation case)

Approach and methodology

The training is based on an experiential and interactive approach, combining theoretical contributions, case studies and negotiation simulations. It favours practical application through role-playing, analyses of real situations and exchanges between participants in order to develop concrete reflexes adapted to different contexts. The facilitator acts as a facilitator by guiding learning, offering structured feedback and promoting the improvement of negotiation strategies.

Recommendations

Participants are encouraged to reflect on recent or upcoming negotiation situations in their professional context. It is recommended to identify their habits, strengths and challenges in negotiation, in order to maximize the learning during practice and simulations.

Accreditations

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The activity is recognized by the CHRP.

Pre-approval Number: 5928

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