

# The Impactful Negotiator Program

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3 days



Up to 8 People



In person



Follow up Coaching

## THE PROGRAM

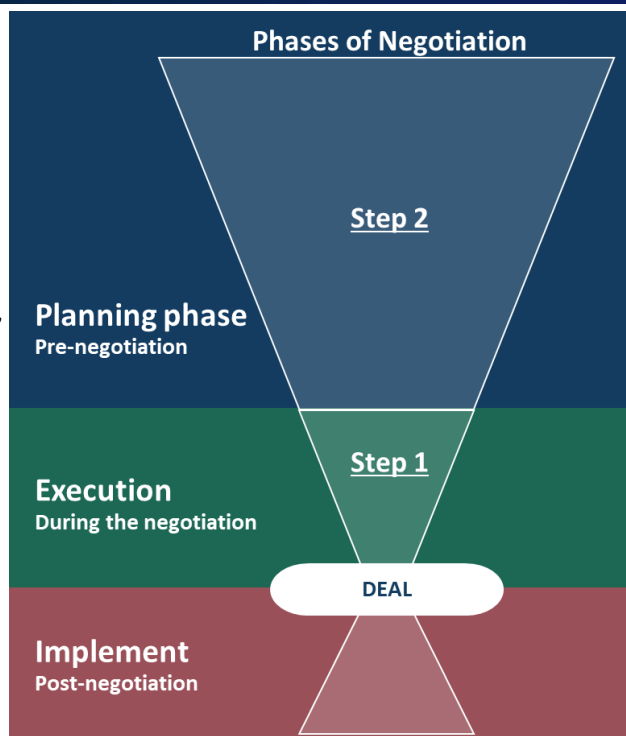
Experience the Impactful Negotiator Program—a transformative journey redefining negotiation beyond skills. In today's competitive business world, organizations pursue profitability and positive outcomes in every negotiation. Our flagship program, meticulously crafted, equips teams with tools, mindsets, and strategies for negotiation excellence.

This program stands out from other negotiation training by guiding participants through every essential phase of a negotiation process.

The program starts with “step one” a two-day intensive training focused on negotiation behaviors, covering the skills required to execute a negotiation effectively. This is then followed up with a one-day training “step two”, which concentrates on the strategic aspects of preparing for a negotiation. After completing steps 1 and 2, participants will then proceed to an in-depth coaching program in step three.

### STEP ONE: Impactful Negotiator

Through nine lifelike simulations, participants acquire insights into various negotiation tactics and styles. From competitive to collaborative approaches, utilizing tools like the Impact Negotiation Gauge, they master essential behaviors pivotal for optimizing results in any negotiation scenario.



### KEY ELEMENTS OF STEP ONE

- Comprehend various negotiation types using the Impact Negotiation Gauge
- Acquire self-awareness regarding negotiation behaviors through comprehensive video feedback
- Adjust behaviors to suit diverse situations
- Engage in practice with 9 varied negotiation cases spanning from competitive to collaborative scenarios
- Understand the prerequisites for different negotiation types
- Gain insights into the priorities, objectives, and pressures of counterparts
- Apply essential negotiation principles and tactics across different situations
- Learn strategies to navigate deadlock situations
- Amplify the commercial impact of every negotiation undertaken

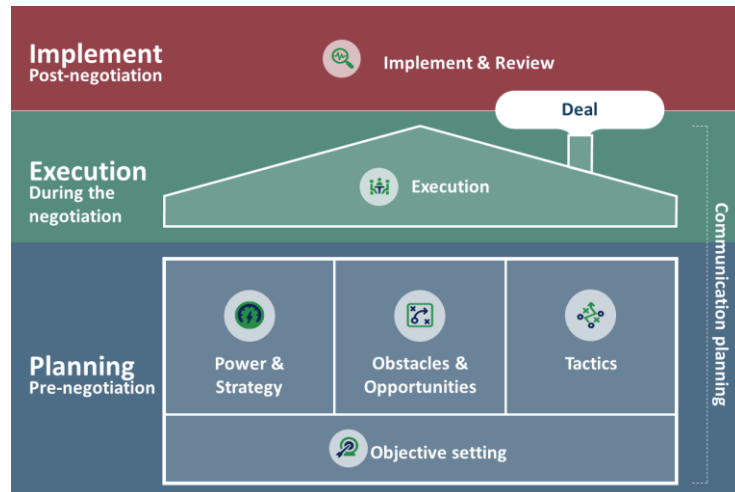


## STEP TWO: Impact Planning House

In today's dynamic business realm, negotiators frequently lack a systematic approach and comprehensive resources needed to navigate intricate commercial hurdles. Step two introduces participants to the pioneering Planning House methodology. It thoroughly encompasses every crucial facet of negotiation readiness, spanning from defining clear objectives to conducting power analyses, crafting strategic plans, identifying obstacles, mapping stakeholders, and devising communication strategies.

### KEY ELEMENTS

- Comprehend the significance of establishing precise negotiation objectives, encompassing the identification of business drivers, constraints, and best/worst case negotiation scenarios.
- Evaluate and quantify the balance of power within negotiations.
- Define the suitable negotiation approach based on the circumstances.
- Formulate a comprehensive negotiation strategy.
- Identify stakeholders and map their roles in the negotiation process.
- Devise a communication and influence plan for negotiations.
- Conduct obstacle analysis and scenario planning to anticipate challenges.
- Prepare tactical plans that align with the overall negotiation strategies.
- Track and monitor the execution through a negotiation trajectory



## STEP THREE: Coaching

The best way to learn is by doing. Upon completion of Step 1 & 2, participants will have the foundational knowledge of key negotiation principles and preparation methodology. Participants will need to start applying the learnings and methodology to their own specific negotiations.

At Impact Negotiation Group we have identified that this crucial step is key to maximize the ROI of any negotiation training program. Our consultants will work directly with the participants on their negotiation challenges to translate theory into practice through coaching.

**To date our program has realized a staggering 14.9X ROI within the first 12 months upon starting the program**

### FOR WHOM

The Impactful Negotiator Program is for organizations seeking to improve their bottom line by equipping their people with key negotiation skills and capabilities.

The program is designed for individuals who conduct commercial negotiations in a wide range of functions and seniority.