

Impact Planning Elements

INTRODUCTION

Introducing the Impact Planning Elements workshop—a revolutionary negotiation training program designed to address the critical void in effective commercial negotiation preparation. In today's dynamic business realm, negotiators frequently lack a systematic approach and comprehensive resources needed to navigate intricate commercial hurdles. This workshop 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.

This workshop goes beyond traditional training sessions by providing a comprehensive and immersive encounter. Attendees not only acquire theoretical knowledge but also practical, hands-on skills, a validated methodology, and tools to oversee negotiation endeavors and secure internal alignment within their organizations.

Participants gain a competitive advantage in the intricate negotiation landscape by mastering more efficient and effective preparation and planning techniques. Join us in unlocking the potential of impactful negotiation readiness, guiding negotiations toward unprecedented success.

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

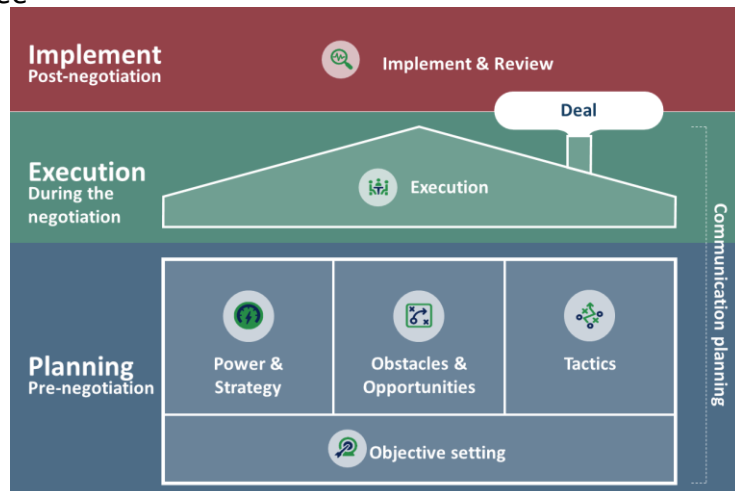


Diagram: Impact's Planning House



1 day



Up to 9 People



In person



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