

Impactful Negotiator Workshop

THE PROGRAM

Experience the Impactful Negotiator Workshop—a transformative journey redefining negotiation beyond skills. In today's competitive business world, organizations pursue profitability and positive outcomes in every negotiation. This training has been meticulously crafted to equip teams with tools, mindsets, and strategies for negotiation excellence.

In this immersive two-day workshop, participants engage in honing their negotiation skills within a meticulously crafted training program that maximizes the fusion of theory and practical application.

Through nine lifelike simulations, they 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. This transformative process enables participants to transcend mere negotiation skill, emerging as architects of impactful, lucrative outcomes in every negotiation encounter.

The residential workshop immerses participants in negotiation's art through video feedback and essential preparation principles, adapting their approach to varied contexts.

Following the workshop, a tailored coaching trajectory ensures practical application, guaranteeing a 14.9X ROI within the first year—a testament to our workshop success.

Embark on this transformative journey, empowering your teams with unparalleled negotiation expertise and confidence—a catalyst for lasting change in negotiation approaches.



KEY ELEMENTS

- 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
- Assess power dynamics and their influence on negotiation dynamics
- Apply essential negotiation principles and tactics across different situations
- Learn strategies to navigate deadlock situations
- Amplify the commercial impact of every negotiation undertaken
- One on one coaching post program to apply theory to practice



2 days



Up to 8
People



In
person



Follow up
Coaching

For more information contact us at:

contact@impactnegotiationgroup.com or our website

www.impactnegotiationgroup.com