

COURSE TITLE:

Navigating Collaborative Negotiations

Explore methods to enter negotiations with greater confidence and empathy, while practicing strategies that optimize “win-win” solutions



DESCRIPTION

The word “negotiation” often conjures thoughts of competitive, stressful, and sometimes even aggressive interactions. In this session, we will expand the definition of what “counts” as a negotiation (spoiler alert: they don’t have to be scary or aggressive!), cover established negotiation tactics, and practice strategies to improve the likelihood of finding win-win solutions that place an emphasis on building and maintaining trusting relationships

 90 MINUTES | VIRTUAL OR LIVE

OBJECTIVES



CONSIDER

Consider how we define and approach the negotiation process



DISCUSS

Discuss negotiation best practices, from how to prepare before a negotiation to how to show up at the negotiation table and reach consensus



TACTICS

Emphasize negotiation tactics that maintain trust, ensure all perspectives are heard, and find common ground to reach win-win outcomes



PRACTICE

Practice putting these strategies on their feet through interactive exercises

THE FLOW

INTRODUCTION & CONTEXT

Our goal is to give you insight & tactics for negotiating in a way that maximizes win-win outcomes and values relationships

5 MIN

WARM UP: HIGH FIVE, WAVE, FIST BUMP

See how participants react & adapt (and compromise) when instructed to greet people in their own unique style

10 MIN

BARGAINING

Position-based vs. interest-based bargaining (i.e., how to shift from win-lose to win-win thinking)

15 MIN

MOVIE PITCH NEGOTIATIONS

Round 1: Focus on maximizing your own outcome
Round 2: Focus on win-win solutions that maximize the total outcome

15 MIN

PREPARING FOR A NEGOTIATION

Knowing your BATNA (Best Alternative to a Negotiated Agreement)

15 MIN

LISTEN AFFIRM BUILD

Explore how you Listen, Affirm and Build with an others-focused lens

15 MIN

JOB-RELEVANT NEGOTIATION

Put to work the skills and tactics from this workshop! With your group, find a mutually satisfying agreement to a complex problem mirroring a situation you might face in your role

10 MIN

CLOSE & REFLECT

Participants identify at least one element of the workshop they can incorporate into their work

5 MIN

- Pair with Building Client Relationships through Better Insights to further reinforce the collaborative opportunity in negotiation situations
- For leaders of teams undergoing this training, add a learning experience for Leading Inclusive Collaboration
- Stack with the Collaboration Mindset learning series

EXPAND IT