

Advanced Negotiations

Recommended for people who have experience in differentiating positions from interests, can identify shared interests, have experience in integrative negotiations (or WWS) and have experience in difficult negotiations with uncooperative parties (or GPN).

WHAT IT'S ABOUT

Negotiating with several parties at one time.
Solving complex negotiation problems involving multiple aspects and stakeholders.
Problem solving for other negotiating parties.

TRAINING AIMS

By the end of the course, the participants will be able to:

- identify the shared interests of several parties who are in a negotiation;
- ask questions and lead discussions to help 3rd parties identify their interests;
- engage in negotiations with hidden agendas and interests.

DURATION & COMPONENTS

Prerequisites	Win-Win Solutions and Getting Past No
Prework	Complete Needs Analysis Survey + individual meeting with the trainer (0.5h/person)
Session 1	Workshop: Multi-party Negotiations (3h)
Session 2	Workshop: Dealing with Hidden Agendas (3h)
Individual 1-2-1 calls	Coaching: 0.5h/person to discuss their own negotiation scenario
Session 3	Group Negotiation Practice using prepared scenarios (in 2–3 groups, 4–5 people/group, 2h/group)
Session 4	Final Negotiation Practice of Participants' own scenarios (in 2–3 groups, 4–5 people/group, 2h/group)
Time commitment per participant:	10h of online workshop 0.5h of coaching Up to 1.5h of homework spread over the course

- Post Course: Final Feedback Survey
- Digital Materials: slide decks, articles, and templates.

TRAINERS

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For trainer profiles please go to <https://accentbusiness.pl/team/>

For more information, please contact us:

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