

Advanced Negotiations

Recommended for those involved in complex negotiations, multi-party agreements, and arbitration.

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
Pework	Complete Needs Analysis Survey; Individual Calls with each Participant
Session 1	Workshop: Multi-party Negotiations (3h)
Session 2	Workshop: Dealing with Hidden Agendas (3h)
Individual 1-2-1 calls	0.5h/person to discuss their sample negotiation preparation
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 2 weeks of 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/>

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