

# Getting Past No - Negotiations

Recommended for everyone who has experience in differentiating positions from interests, can identify shared interests, and has experience in integrative negotiations, or has taken WWS.

## WHAT IT'S ABOUT

Negotiating with difficult people.  
Saying, "No," and still maintaining a positive relationship.  
Turning adversaries into partners.  
Overcoming obstacles and difficulties in the negotiation process.  
Communicating the importance and relevance of our perspective.

## TRAINING AIMS

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

- deal with and respond to objections from the other party;
- focus on building a "golden bridge" for cooperation;
- defend against transactional negotiation techniques that create barriers to a win-win solution;
- build a partnership approach in difficult business negotiations.

## DURATION & COMPONENTS

Prerequisite	Win-Win Solutions
Prework	Complete Needs Analysis Survey
Session 1	Workshop: What's Behind the "No" (3.5h)
Session 2	Workshop: Building the Golden Bridge (2h)
Individual 1-2-1 calls	Coaching: 0.5h/person to work on their own negotiation scenario
Session 3	Final Negotiation with the trainer Practice of Participants' own scenarios (in 2-3 groups, 4-5 people/group, 2h or 2.5h/group)
Time commitment per participant:	7.5h or 8h of online workshop (depending on group size) 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

**Robin Baker**

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

**For more information, please contact us:**

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