

Getting Past No

Recommended for everyone involved in negotiating, reaching agreements, and problem solving.

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; Individual Calls with each Participant
Session 1	Workshop: What's Behind the "No" (1.5h)
Session 2	Workshop: Building the Golden Bridge (1.5h)
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:	7h 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/>

For more information, please contact us:

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