

# Win-Win Solutions

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

## WHAT IT'S ABOUT

Developing a Shared-Interest approach to negotiation solutions.

Using powerful investigation techniques to fully understand all sides' interests before engaging in the process of finding solutions.

Creating alternative solutions that aim to achieve a favorable negotiation result, improve cooperation and care for business relations.

Getting buy-in from negotiation partners to remove obstacles to reaching an agreement.

## TRAINING AIMS

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

- use powerful questioning and listening techniques to investigate the interests of all parties;
- identify and focus the conversation on the shared interest of all parties;
- apply the win-win process for negotiations, achieving agreement and solving problems;
- collaborate on alternate solutions to situations (including conflicts).

## DURATION & COMPONENTS

Pework	Complete Needs Analysis Survey
Session 1	Workshop: Mindset (1.5h) + The Process (1.5h)
Session 2	Workshop: Winning Together (2h)
Individual 1-2-1 calls	Coaching: 0.5h/person to work on their own negotiation scenario
Session 3	Group Negotiation Practice using prepared scenarios (2 groups, 5 people/group, 2h/group)
Session 4	Final Negotiation Practice: Participants' own scenarios (2 groups, 5 people/group, 2h/group)
Time commitment per participant:	9h 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

### Robin Baker

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

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

website: <https://accentbusiness.pl/> email: [abt@accentbusiness.pl](mailto:abt@accentbusiness.pl) mobile: +48 519 670 541