

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 a solution-based approach that removes obstacles to a win-win solution.
Getting buy-in from negotiation partners to improve collaboration and protect business relationships.

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

Prework	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	0.5h/person to discuss their sample negotiation preparation
Session 3	Group Negotiation Practice using prepared scenarios (in 2 groups, 5 people/ group, 2h/group)
Session 4	Final Negotiation Practice: Participants' own scenarios (in 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 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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