



# Negotiating for Shared Success

## Course Description

No matter your role or leadership level, negotiation is an everyday workplace occurrence that can leave a sour taste with lasting consequences. In this workshop, you will deepen your negotiation skills to help you achieve positive-sum outcomes for everyone involved, allowing you to maintain trust and strong relationships with colleagues, clients and vendors.



## Course Outline

- The value of negotiation for employees and employers
- Four main reasons to negotiate
- What is win/win negotiation
- 4's of Successful Negotiation: Achieving a favorable deal for both parties
- Negotiation case study

## Outcomes

- Understand the value of negotiation skills in the workplace
- Learn a four-part model to achieve successful win/win negotiations
- Develop communication strategies for more effective negotiations
- Strategize negotiation plans utilizing collaboration and empathy