

ADVANCED Negotiation skills

3D Negotiation

"Provides an excellent model for future negotiation situations as well as introspective guidelines for how the individual can fit into the process." **Production Manager – Protea Chemicals**



Introduction

For high level executives, the ability to negotiate is a critical skill to master – especially in advanced negotiations, such as mergers and acquisitions, industrial relations, labour negotiations and high value contracts. As opposed to simple negotiations, high level negotiations are distinct in two ways:

- **Negotiation does not only take place at the bargaining table.** Research has shown that the bulk of large deals actually happen away from the table, such as during dinners, breakaway sessions, pre-meetings, or through lobbying efforts.
- **Negotiation typically takes place in a team environment.** Because of this, your success with negotiation at this level depends largely on how well your team functions, and how well each individual team member works towards shared and clearly understood goals.

Our **ADVANCED Negotiation Skills** course will teach you how to think strategically and systemically to allow you to engage more successfully in high level team negotiations. Over three days, you'll learn how to:

- **Expand your negotiating skills** so you can negotiate in lobbying, pre-meeting and positioning environments;
- **Lay solid foundations** by designing the deal so that it positively affects the outcome;
- **Prepare your negotiation team** to work together and more strategically as a functioning entity;
- **Influence and persuade** by building trust, learning how to use influencing techniques, building emotional intelligence, and using body language to your advantage;
- **Manage the negotiation process** from the opening, through five typical stages, to a successful close;
- **Harvest optimal results** by evaluating the balance of power in a negotiation, knowing what your opposition's agenda and motivation is, reconciling facts uncovered during negotiations, knowing when to engage in true dialogue and when to use power tactics;
- **Evaluate your performance** to continuously improve and prepare for the next round of negotiations.

How is our ADVANCED Negotiation Skills course different?

- **It's highly practical** – using detailed case studies and role-play scenarios, we'll group you into teams where you'll alternate between negotiating against each other, and then observe this process between other teams via video recording, in a separate room.
- **It's highly detailed** – using the latest international research on high stakes, high value team negotiations we are able to give you highly detailed theory, tools and negotiation processes that are vastly superior to those offered by any other vendor.
- **Experts guide you** – each course is run by two experienced master facilitators with many years of high level negotiation experience.
- **It's personalised** – with two master facilitators per course and a maximum of 16 participants, you'll get individual attention and coaching throughout.

Who should attend

This course is ideal for all senior negotiators and negotiators from operational management, through sales and consulting, to strategic and general management.

- **Programme duration:** 3 days
- **Prerequisites:** none
- **Group size:** 12 – 16 participants
- **Pre-work:** VITAL AUTHENTICITY; DISCus personality assessment and an online pre-programme assessment

SETA accreditation

- **Level:** 5
- **Credits:** 13
- **Services SETA company full accreditation number:** 0595

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Unleashing the
performance potential in
people