



Negotiate

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By the end of the Power Hour you will be able to:

- ✓ Explain and apply the 4 stages of the negotiation process
- ✓ Recognise the skills and behaviours associated with successful negotiation
- ✓ Alter your negotiation style to reflect positional and principled negotiations.



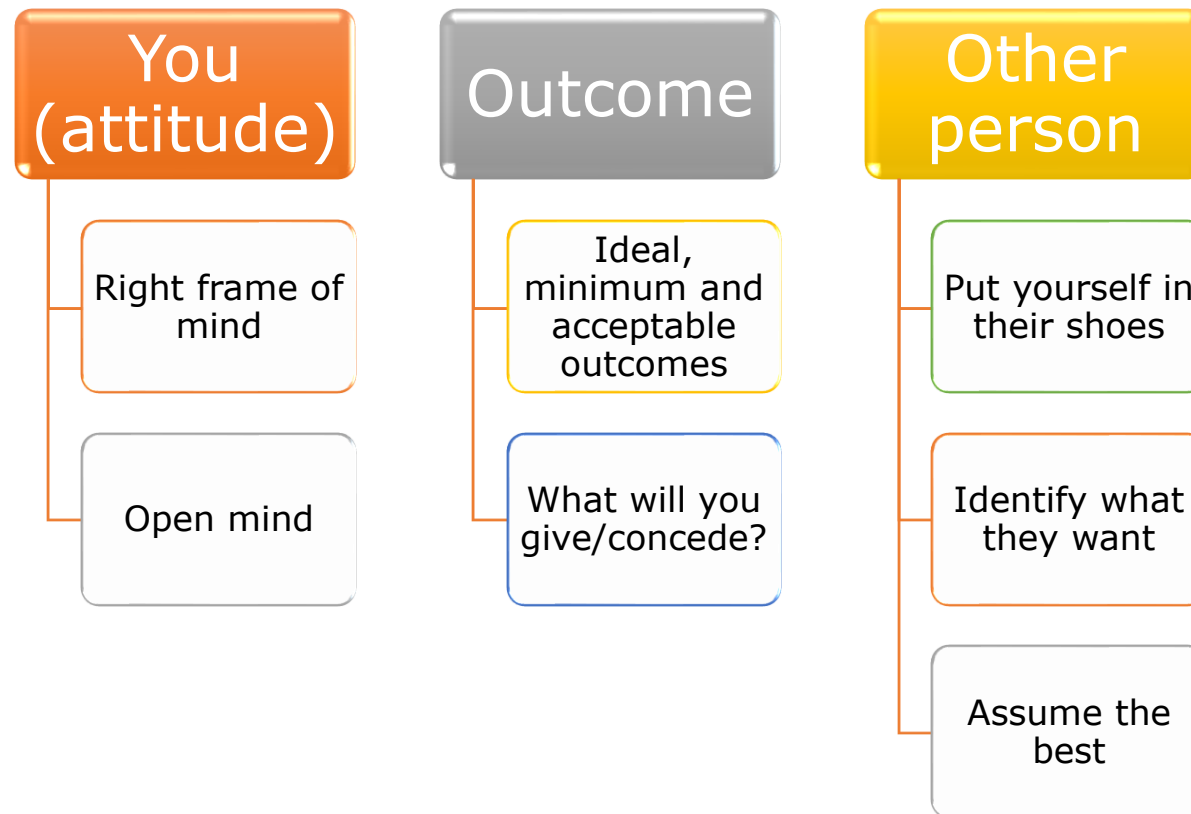
Understanding Negotiation

- ✓ Negotiation is not bargaining or bartering. Here, one person is simply asked to give concessions, while the other person makes gains. This is a win-lose situation.
- ✓ When negotiating, two people are striving to achieve a win-win outcome, where both may concede certain items, but both also made gains.
- ✓ Negotiation focuses on **solving a problem** rather than forcing choices.

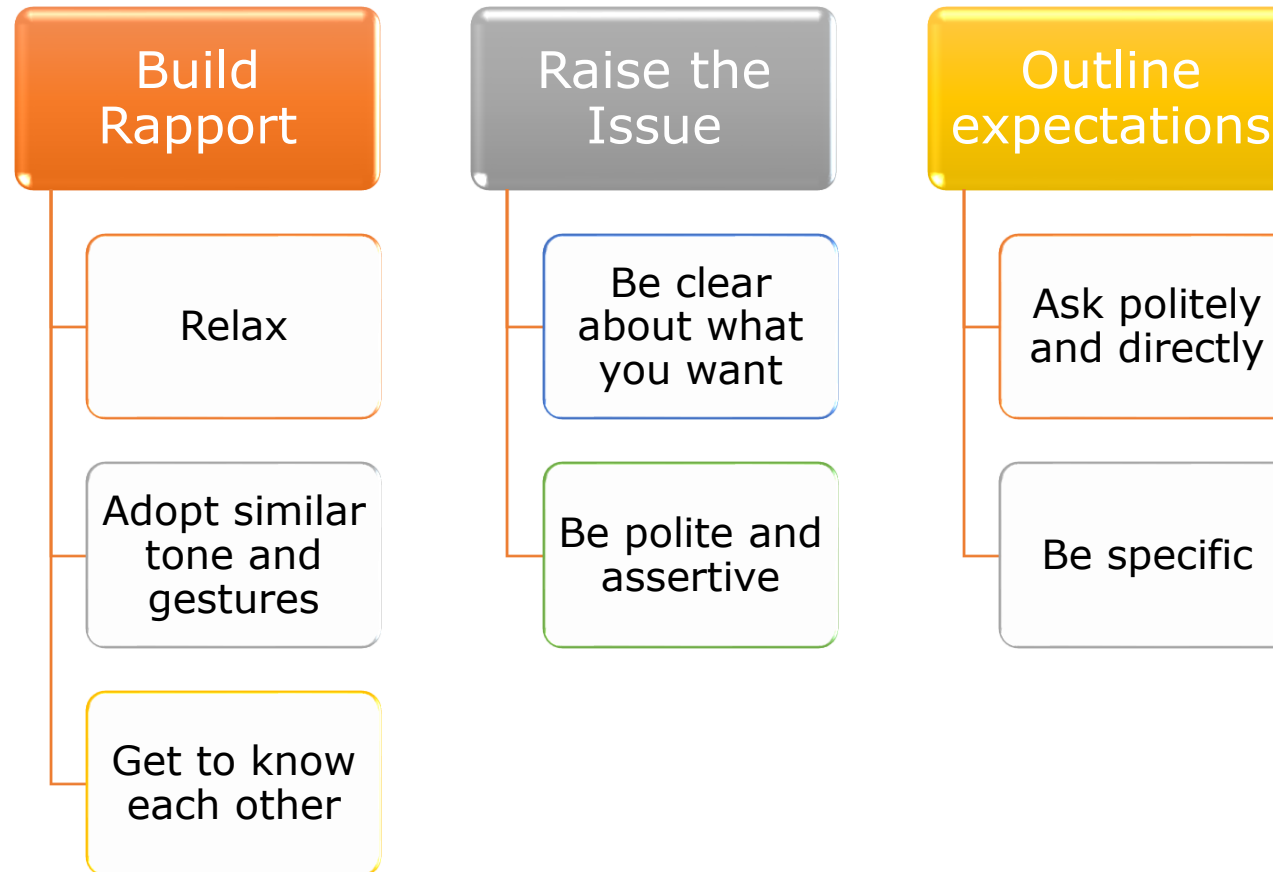
The Negotiation Process



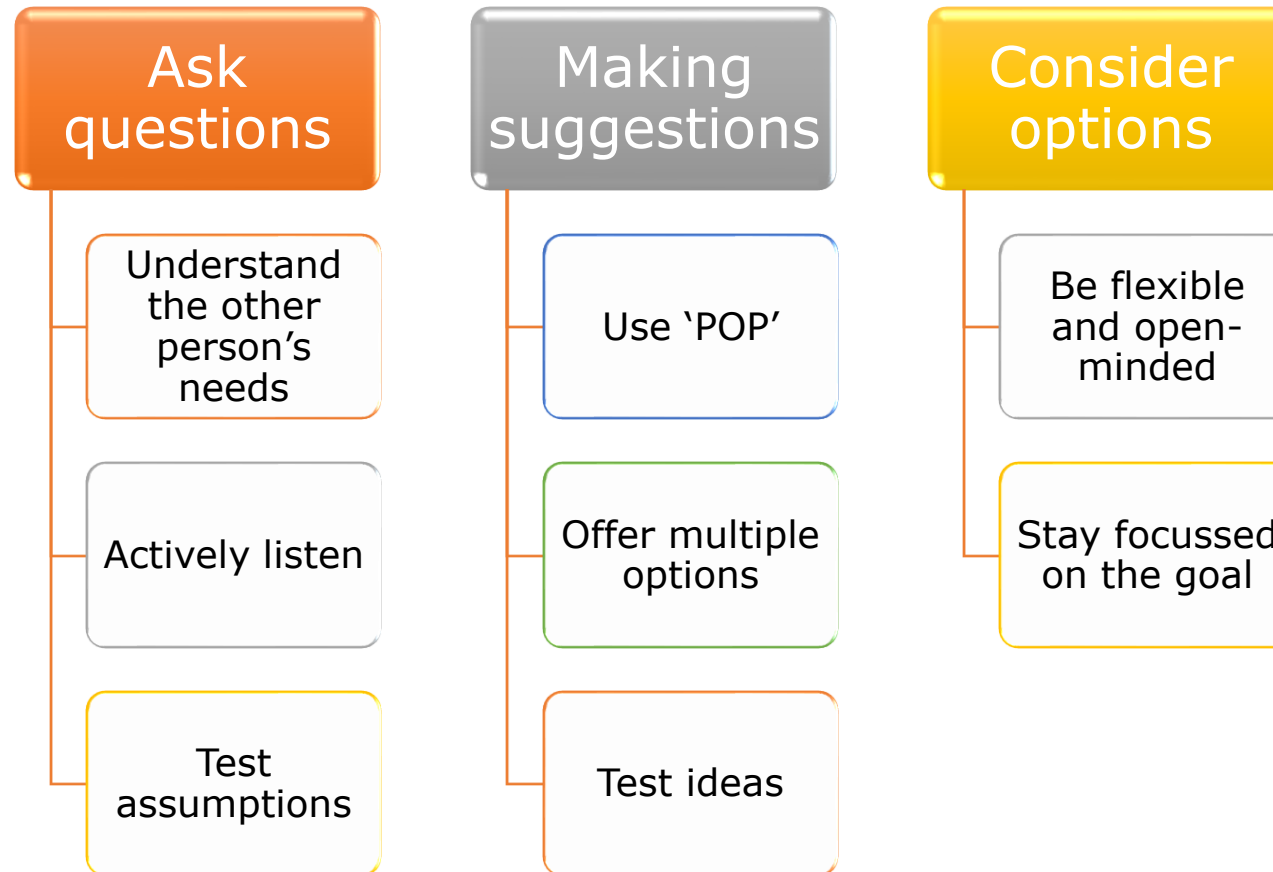
Prepare



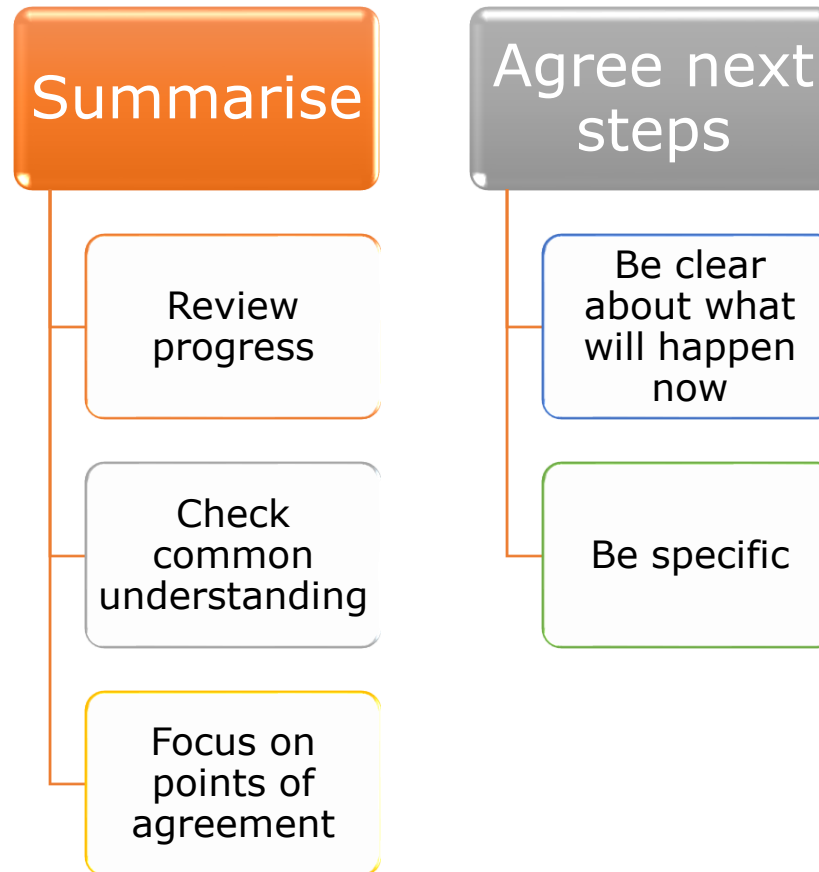
Open



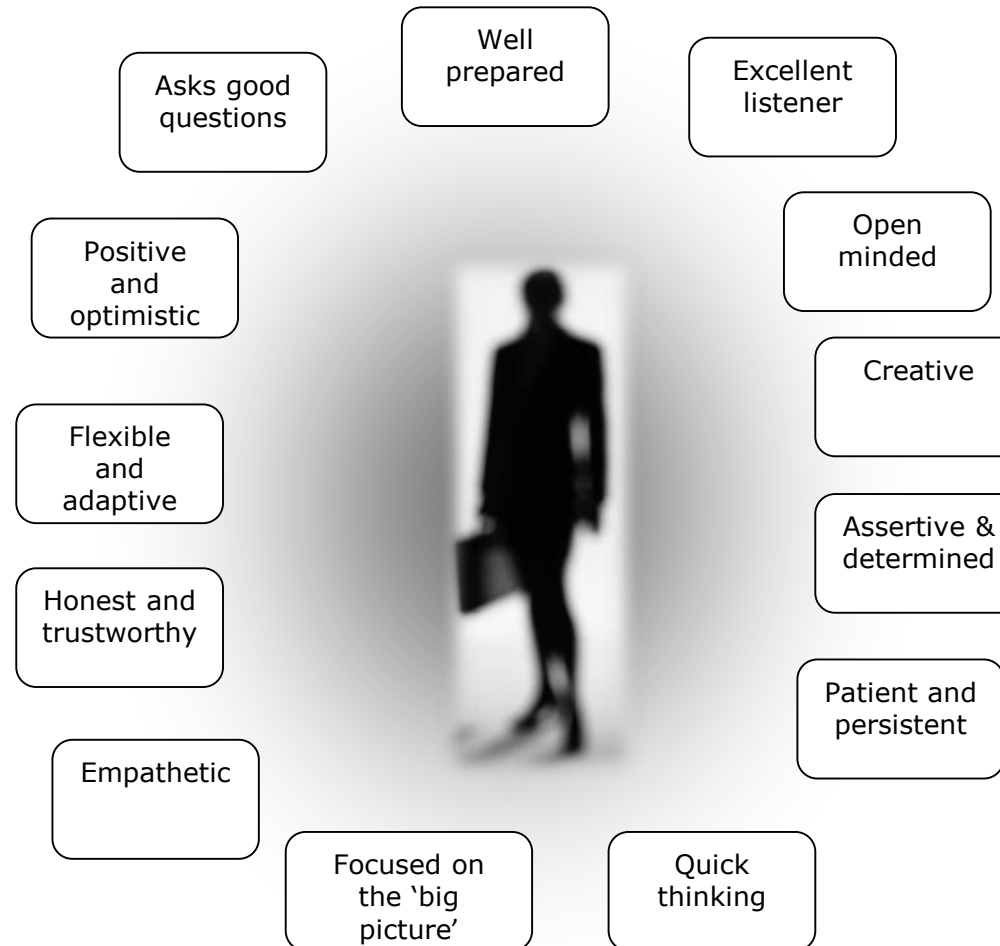
Discuss



Agree



Negotiation Skills



Approaches to Negotiation



Positional
Negotiation



Principled
Negotiation

Make it Work at Work

What are you going
to **DO** as a result of
this Power Hour
Session?





Thank You
&
Good Luck