



GROWTHco

Negotiation Skills: Getting Past No & Getting To Yes

Category:

Staff Development

Course Length:

2 Full Days
(16 hours)

Facilitator:

James Desrosiers, MM

Materials:

\$40 per participant,
includes two books:
Getting Past No & Getting
To Yes by William Ury

Cancellation Policy:

10 Business Days

**Minimum Number of
Students:**

1

**Maximum Number of
Students:**

20

Description:

People who can master the art of negotiation find they can save time, save money, develop a higher degree of satisfaction with outcomes at home and at work, and earn greater respect in the workplace.

Negotiating is a fundamental fact of life at any level. This workshop ensures participants gain skills and confidence when negotiating with both internal and external clients. This interactive workshop also includes techniques to promote effective communications and to turn face-to-face confrontation into side-by-side problem solving.

Two books, *Getting Past No* and *Getting To Yes*, both authored by William Ury, are provided to all participants.

Competencies:

- Separate the people from the problem
- Focus on interests, not positions
- Generate a variety of possibilities before making a decision
- Define objective standards as the criteria for making the decision
- Negotiation principles

Course Benefits:

- The benefits of good negotiation skills.
- The importance of preparing for the negotiation process, regardless of the circumstances.
- Various negotiation styles and their advantages and disadvantages.
- Strategies for dealing with tough or unfair tactics.
- How to develop alternatives and recognize options.

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