



## PURPOSE

Negotiating anything is part of our daily lives. Many situations are applicable for better negotiations: commercial, unions, family, sales, decisions, etc.

The purpose of this workshop is to prepare the participant for leading any negotiation in a win-win situation.

At the end of this workshop, the participant will be better equipped to prepare and lead any kind of negotiation.

# Reasonable Negotiation

STANDARD AGENDA (Most agenda's are adapted to your specific situation)

- Defining the subject and objectives of the negotiation
- Structuring and preparing the negotiation conversations: selecting the items ready to concede and the ones needing to be kept and the same items from the other side of the table
- The notion of value associated to each of those items
- The commercial negotiation; what about the price discussion and how to handle it?
- Practising many different daily personal and professional situations
- Building its own negotiation plan