

Keys to Negotiating for Mutual Gain - A Collaborative Approach

*A Two-Day Workshop, Based on the
Harvard Law School Program on Negotiation Research!*

*Increase your chances
of getting what you want!*

Negotiating is a constantly changing and dynamic process.

Success comes in knowing the dimensions of the process and how to purposefully re-engineer it to create and claim mutual value.

- Strengthen your bargaining position in a negotiation by determining what is *truly* important to you and your counterpart!
- Arrive at a workable solution by understanding the dynamics of the negotiation process and by appropriately applying *creativity, flexibility, timing* and *dialog!*
- Learn and experience the value of working *together* to maximize results even when dealing with tough negotiators!

This no-nonsense course is recommended for company executives, entrepreneurs, attorneys, community leaders or anyone concerned about getting the most out of a negotiation!

Textbook: *Harvard Business Essentials - Negotiation*, HBS Publishing.

Registration: Contact VerbaCom[®] at 972-386-8372 or info@verbacom.com for more information.

Materials: Includes workbook, Harvard Case Studies and style assessments. (Textbook optional)

You will learn:

- How to analyze the interpersonal dynamics effecting negotiations to influence the outcome and arrive at the best solution for all parties.
- The range of possible outcomes and how to use strategies/tactics that contribute to an optimal agreement.
- How differences in negotiating behavior and styles can affect a negotiation and how to use them to your advantage.
- The barriers to resolving conflict, elements contributing to a sub-optimal agreement, and the effects of positional bargaining.
- The dynamics of both simple and complex (multi-party, multi-issue) negotiations, with hands-on practice using targeted Harvard Case Studies.



Register Here

Call (972) 386-8372 for More Information!

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