



Pull Them In A Different Direction

Negotiation Skills for Managers

This workshop will teach managers at all levels to prepare for and conduct successfully any negotiation. Based on the Fisher/Ertel and the tools of the Harvard Negotiation Project, participants will learn how to use the tools that support them in their negotiations. Most people enter negotiations thinking they can just “talk things out”, not realizing how this can set them up for feeling helpless and ripped off because of an unsuccessful turn in the discussions.

Participants will learn to:

- A systematic approach to preparation for negotiation
- Understanding of common negotiating errors
- How to minimize stress during the negotiating process
- How to set individual and mutual goals
- Successful strategies how to guide the negotiation discussion
- Negotiating “up and down” the hierarchical ladder

This course is designed for:

- First time Managers
- High Potentials
- Leaders who want to strengthen their assertiveness skills
- Leaders working multiple teams and stakeholders at different hierarchical levels
- Professionals responsible for handling conflict in their teams/organization
- Managers whose job performance is measured by successful outcomes strategies.

At Integra, we are people dynamics specialists.
We build people systems that are resilient and sustainable – perfectly prepared to survive, thrive and outperform.

All our programs are customized to meet your needs.
Call us for a free initial consultation.
905-373-4242