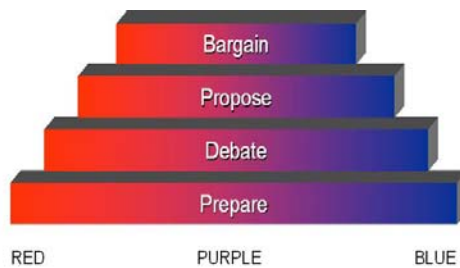


Advanced Negotiation Skills

Outline

Our workshop is based around our preferred model of "Purple Negotiation" shown below.

This effectively combines the styles people adopt in negotiation with the widely accepted standard steps in the negotiation process.



It gives participants the opportunity to combine previous experience of tools such as MBTI and Thomas-Kilmann Conflict Indicator (TKI) to enhance their skills.

For this reason Kiddy International's Advanced Negotiation Programme concentrates on three main areas:

- ◆ The negotiation process
- ◆ Personality in negotiation
- ◆ Maintaining the commercial relationship.

Who Should Attend?

- ◆ Line managers
- ◆ Functional managers
- ◆ People wanting to update their skills
- ◆ HR professionals
- ◆ Anyone who has to negotiate within or outside your organisation

Duration & Location

This is a one day workshop, normally run at the client's venue. Our workshops are built around multiples of three participants. This

gives participants the opportunity to learn from each other and their own experiences.

Advanced Negotiation Programme

Our Advanced Negotiation programme combines a significant amount of practical negotiation exercises with role plays, plenary discussions and group work

The workshop covers the following topic areas:

- ◆ The 4 step negotiation model
- ◆ Red, Purple, Blue negotiation styles
- ◆ Your personality and its effect on your negotiation
- ◆ Handling conflicting business priorities
- ◆ When and how to use power
- ◆ Managing conflict and the TKI Conflict Mode Instrument
- ◆ Using your personality to help you influence
- ◆ Dealing with the ploys and tricks of your counterparty
- ◆ Managing the bargaining zone
- ◆ Coordinating strategic negotiating teams and resources
- ◆ Closing negotiations effectively.
- ◆ Getting to Win/Win.

Next Steps

Please call us to discuss your specific needs on +44 207 321 3755.

Other Programmes

Some of our other programmes include:

- ◆ Managing Global Teams
- ◆ Emotional Intelligence At Work
- ◆ Managing Stakeholder Relationships
- ◆ Managing Your Boss
- ◆ Team Building On Yachts