

→ NEGOTIATE WITH SUCCESS TOOLS AND MINDSET FOR LASTING AGREEMENTS

Do you want to learn specific skills and attitudes to improve your professional relationships?
Do you want to increase your own negotiation capacities, enabling you to be more efficient?
Do you want to build lasting partnerships?
Do you want to be a respected negotiator?

The strength of this approach comes from its simplicity and proven efficiency.

Highly practical, it helps you see negotiation more as a puzzle than a chess game for better results. The negotiation process is broken down into specific manageable units, each being a separate technical module with its own tools and techniques. Case studies are based on real situations: participants work in groups and then role-play in simulated negotiations. The group then analyzes its performance and is debriefed by the expert on the outcome, increasing understanding, retention and efficient usage.

OBJECTIVES

At the end of the seminar, the participants will:

- Recognize the characteristics and consequences of various styles of interactions;
- Understand how to build relationships based on interest and opportunity;
- Get an overview of the entire negotiation process and understand each step;
- Acquire the objectivity and competence necessary to prepare and lead negotiations;
- Master tools that are directly usable in daily life;
- Learn how to use effective questioning and listening techniques, verbal and non-verbal;
- Understand how to build and make an offer and reach an agreement.

TARGET GROUP

Managers, group leaders, project managers, team leaders, buyers. Anyone involved in setting up partnerships and collaborations and in negotiations.

DURATION

3 days (2+1). Individual follow-up sessions can be organised to work on specific situations.

EXPERT/TRAINER

Melissa Davies is a graduate of the London School of Economics and an international consultant with broad experience in management, particularly in the fields of organisational development, partnership brokering and fundraising, and project management.

Melissa is an independent professional negotiator with over 30 years experience in negotiating agreements and training negotiation skills and conflict management (see www.negoservices.com for references). Customers include academia, scientific research institutes, the private sector and non-profit organisations. Her book *The Practical Negotiation Handbook A Five Step Approach to Lasting Partnerships* was published in 2021 and has been translated in several languages.

A certified Solution focused coach, Melissa has a great motivation to accompany people and organisations in their professional and personal development.