



Negotiation Skills Training

Negotiation & Persuasion

CREATE YOUR MAXIMUM MARKET VALUE

Negotiation & Persuasion

Optimum Performance Coaching's "Negotiation and Persuasion" will give you the understanding and negotiation skills that will prepare you for your most important moments; even when dealing with "hard bargainers." This skill set alone equips an organization with an essential tool for creating and claiming your maximum market value.

Who We Are

Optimum Performance Coaching is an industry standard with construction associations and companies committed to transforming leadership to meet the needs of the 21st century.

Why Optimum?

The ability to connect with each individual and identify the specific style that will maximize their individual success as well their team contributions is unparalleled.

The Optimum Difference

- Programs that empower both your mental and physical strength
- Flexible coaching & learning plans to suit you or your organization
- Engaging facilitation
- Real world professional development for both employees and management

www.optimumperformancecoaching.ca

Contact us to see how we can optimize your performance!

778.922.1507 | TONY@OPTIMUMPERFORMANCECOACHING.CA | VICTORIA, BC

NEGOTIATION & PERSUASION

ESSENTIALS 101

CREATE YOUR MAXIMUM MARKET VALUE



LEARNING OUTCOMES

UPON SUCCESSFUL COMPLETION OF THIS WORKSHOP, YOU WILL BE ABLE TO:

- ✓ Identify the systems and functions of our emotional brain.
- ✓ Identify and use Automatic (Fixed Action) patterns/psychological triggers – contrast principles, stereotypes, favours and reasons, reciprocation, commitment, and consistency.
- ✓ Apply priming – Front-loading attention.
- ✓ Build strategic business relationships:
 - a. Asset or Liability
 - b. Life and death of a relationship
 - c. Strengthening Relationships
- ✓ Describe the difference between a Distributive Negotiation and an Integrative Negotiation.
- ✓ Apply active listening and coach-approach techniques to acquire important information.
- ✓ Identify and remove barriers to agreement
Apply the appropriate principled. negotiation strategies that correspond with the type of negotiation.

LEARNING OUTCOMES CONT..

- ✓ Apply the appropriate principled negotiation strategies that correspond with the type of negotiation.
- ✓ Describe the rudiments of Game Theory.

PREPARATION IS KEY TO SUCCESS

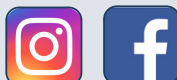
CREATE A CLEAR VIEW

When an important negotiation is looming, “winging it” is never the answer. The best negotiators engage in thorough negotiation preparation. That means taking the time needed to analyze what you want, your bargaining position, and the other side’s likely wants and alternatives.

Negotiation preparation should be taken seriously and conducted with a clear view of the situation. The more rational and methodical your negotiation preparation process is, the better your negotiation results are likely to be.



GET SOCIAL!



778.922.1507



TONY@OPTIMUMPERFORMANCECOACHING.CA