

Brad Carroll, PMP

Project Management Workshop Series

NEGOTIATING FOR RESULTS

2 HOURS

DESCRIPTION

This workshop uses concepts and practices from leading researchers in the field of negotiation. Presented with a combination of lecture, scenarios and individual exercises,, participants are introduced to an alternative to “positional bargaining”, the default approach used by most people. Each person is asked to identify an actual upcoming negotiation event, which will serve as their framework for learning and applying the concepts of “principled negotiation”. Through this introductory presentation, participants will possess be exposed to the skills to effectively identify shared interests and present options for mutual gain during negotiations in the workplace, home and public arenas.

PREREQUISITES

None

COURSE MATERIALS

Getting to YES by Roger Fisher, William Ury, and Bruce Patton (Paperback - Aug 7, 2003)

ESSENTIAL LEARNING ENVIRONMENT

- Lecture
- Class Discussion
- Individual Exercises

OBJECTIVES

Upon completion of this course, participants will be able to:

- Understand the different negotiating styles commonly used
- Develop a principled based negotiation strategy
- Use a formalized planning process for upcoming negotiations
- Persevere or enhance relationships during the negotiation
- Identify and use common interests to clarify objectives
- Identify and mutual objectives to find solutions that meet the needs of all parties
- Use common standards and procedures to avoid a battle of wills