

Just Negotiate®

Improve your ability to negotiate internally and externally

▶ PROGRAM BENEFITS

Just Negotiate® transforms organizations by optimizing negotiation skills and savvy. Using next-generation negotiation methods built around the ICON® Negotiation Framework (Interests, Criteria, Options, No-Agreement Alternatives), participants learn to generate innovative solutions to challenging situations and relationships with external clients and within their own organizations. The workshop fosters awareness of negotiation as joint problem solving that requires understanding other parties' needs and concerns and developing creative options to satisfy those needs.

▶ PROGRAM OBJECTIVES

- Enhance the ability to negotiate outcomes that meet strategic goals
- Increase awareness of sources of value in negotiation
- Improve the capacity to start, sustain, and repair critical business relationships
- Learn a strategic framework for preparing, conducting, and reviewing negotiations
- Practice using simple, powerful tools for understanding and planning negotiations
- Apply analytical and preparation tools to real-world work challenges
- Act as advisors to each other
- Foster a clear understanding of effective uses for the new principles and tools back on the job

Specifically, Just Negotiate® enhances competence in:

- identifying key interests, their own, those of their clients, and other key stakeholders
- fostering creativity and trust to get to optimal solutions
- developing good communication for negotiating collaboratively
- using objective criteria to develop consensus in spite of conflicting views
- strengthening relationships so parties can negotiate agreements effectively and efficiently
- planning and preparing effectively for confidence and optimal outcomes

▶ IMPLEMENTATION

Just Negotiate® is an interactive program focused on practice and application to resolve relevant issues on the job. Case scenarios and discussions are matched to an organization's specific challenges and optional client-specific role plays can be developed. Program length varies depending on the objectives. Delivery may be face-to-face or in a virtual classroom.

▶ AUDIENCE

Professionals representing project management, sales, account management, marketing, pricing, legal, mergers& acquisitions, procurement, global supply chain, human resources, learning & development, and labor relations, among others; level of experience may range from leadership to management to high potential individual contributor.