



*Negotiate Smart*TM

*Internalize, Mobilize and Transform
The Win-Win Way*

Sample Agenda

Introductions

Negotiate Smart Strategies with break-out sessions and interactive group discussions

- Who opens first, when and how
- Turning their "no" into a "yes"
- The science of trades: How to keep your counterpart in the negotiation circle
- The personality characteristics and mindset of the most successful negotiators
- Probing Inquiry: Finding their true interest, the key to magnificent win-win agreements
- Initial Encounters: How to start the negotiation discussion

Negotiation Exercise

- Map out: Smart and time saving preparation/answering the hard question
- Creating leverage by employing emotional intelligence
- Power moves to gain cooperation and avoid conflict escalation
- Setting the stage for wildly successful future negotiations

The emotional intelligence of dealing with hardball negotiators

Final negotiation exercise

Set negotiation goals and create an action plan for success

Closure and next steps