

Applied Negotiation Coaching

Following the negotiation workshop, our coaching process is tailored to facilitate not just the retention, but the adept application of the pivotal negotiation principles, tools, and strategies participants have learned. The twofold goal of this coaching endeavor is:



EMPOWERMENT AND PROFICIENCY

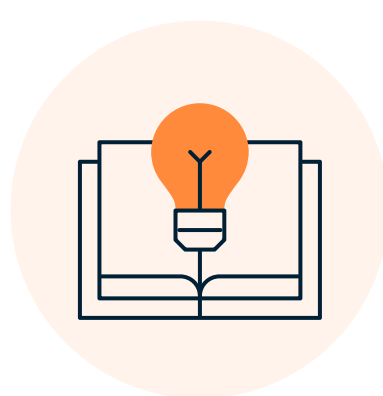
Equip participants with the confidence and know-how to adeptly utilize the array of negotiation techniques, ensuring they feel both comfortable and proficient in applying them in real-life scenarios



EARLY MILESTONES AND CREDIBILITY

Steer participants towards securing early wins that not only boost their self-assurance but also help establish a credible reputation within the organization, fostering a culture receptive to this fresh negotiation approach

To achieve these objectives, the coaching process encompasses three structured phases:



PREPARATION

Here, we lay a robust foundation, enabling participants to enter negotiations with a well-charted plan, grounded in the rich knowledge and techniques acquired during the workshop



NEGOTIATION

· During this phase, participants will have the opportunity to engage in live negotiation settings, where the theoretical meets the practical, allowing them to hone their skills dynamically



ACTION REVIEW

· The final step involves a reflective review of the performance, facilitating learning through feedback and introspection, and thereby continuously refining their negotiation prowess

Embarking on this coaching journey promises not only enhanced negotiation skills but proficiency in steering discussions to favorable outcomes while fostering relationships grounded in mutual respect and understanding.