

# NEGOTIATING TO WIN

## Overview:

Leaders in the financial sector have to negotiate deals all the time, for financial and non-financial deals. Negotiating is a subtle art. Very often people avoid asking for what they want because they view it as a messy process involving conflicts, emotions and losing. This workshop will make leaders be comfortable with and enjoy the negotiation process. It focuses on assisting them in appreciating the value they create for themselves, their organizations and the relationship they build through negotiations. It stimulates the development of skills for successful deal-making.

OBJECTIVES	DAY	LEARNING THEME
<ul style="list-style-type: none"><li>❖ Communicating effectively during Negotiations</li><li>❖ Appreciating “value” in deals</li><li>❖ Making successful and valuable deals</li></ul> <p><b>Who Should attend:</b> Senior and middle level executives</p> <p><b>Duration:</b> 2 days</p>	I	<p><b><u>Winning and Creating Value:</u></b></p> <p>Focusing on own goals Understanding and appreciating the goal of the other party</p> <p><b><u>Managing Conflicts:</u></b></p> <p>To compete or to collaborate Understanding own negotiation style</p>
	II	<p><b><u>Designing Deals to Create Value</u></b></p> <p>BATNA ZOPA Problem solving and crisis management in negotiation Strategies to diffuse crises Finalizing deals</p>