

Effective Negotiation Skills

Create Uncommonly Good Results And Strong Relationships

WHO SHOULD ATTEND

All the employees in your company engage in some type of negotiations as part of their jobs. Just think: negotiations between employees, between department heads, with suppliers and customers, with the boss, with peers, with direct reports.

Imagine the tremendous benefits to your organization if your people's ability and confidence with their negotiations could be improved.

WHAT AND HOW THEY WILL LEARN

Our skilled and experienced workshop leaders use interactive exercises, case studies, discussions and videos to ensure participants learn the skills they need to become more confident negotiators. They'll have the chance to learn about- and use- techniques to help them become more effective and confident communicators and build stronger relationships both within and outside the organization. Participants will discover how to "expand the pie" creating value for both parties. They'll leave the workshop equipped with practical tools, tips and techniques to help them with every negotiation.

The workshop content is based on theories developed by our colleagues at the Harvard Negotiation Project combined with the many years of real world experiences of our workshop leaders. The workshop provides a strategic and step by step framework that can be used in any negotiation. Workshops can be conducted in English or French.

Email us for more information: info@commonoutlook.com



"Let us never negotiate out of fear but let us never fear to negotiate." John F. Kennedy

"Common Outlook's Effective Negotiation Skills Workshop redefines what negotiation is and what it should be. The course definitely enhanced the 'outlook' and ability of each participant in a truly positive manner."

Randy P. Galluzzi, National Manager, Toyota University

"The workshop provided me with a number of valuable tools and thoughts to assist me with the negotiation process. Today, I consciously reduce the number of assumptions I make before and during a negotiation, making me a more effective negotiator."

*Mary Cascioli, Operational Effectiveness Advisor,
RBC - Royal Bank*