



Master Performance.
Realize Results.



GMP Mastery™ Coaching Workshop Description

The Second Commitment of Mastery: ***“We Must Be Complete and Collaborative!”*** requires all managers to be able to both co-operate and negotiate.

Negotiation involves two or more parties who each have something the other wants, reaching an agreement through a process of bargaining.

This workshop starts a conversation about creating a win / win negotiation and gives you the confidence and skill to conduct negotiations and achieve a mutually acceptable outcome.

It also discusses devising a strategy, how to make concessions, what to do when negotiations break down, and how to make use of third parties to resolve deadlock and conflict.

You will be challenged to evaluate your effectiveness as a skilled negotiator and develop a specific and customized action plan for applying the workshop critical thinking and practice points to your organization.



Co-operating and Negotiating

Workshop Critical Thinking and Practice Points

Preparing to Co-operate and Negotiate

- Defining Negotiation & Understand the Principle of Exchange
- Identifying Objectives
- Preparing Yourself & Assessing the Opposition
- Choosing a Strategy
- Using an Agenda
- Creating the Right Atmosphere

Conducting a Negotiation

- Judging the Mood
- Making a Proposal
- Responding to a Proposal
- Responding to Ploys
- Understanding Body Language
- Establishing Positions & Strengthening Our Position
- Recognizing the Other Party's Position

Closing a Negotiation

- Trading Positions
- Choosing How to Close
- Moving to a Close
- Handling Breakdown
- Using a Mediator & Going to Arbitration
- Implementing Decisions
- Assessing Your Ability