



Parley Magic

...The Secret of Successful Negotiations

The most important trip you may take in life is meeting people half way.

- Henry Boyle



The Secret of Successful Negotiations

Negotiation is the art and science of securing agreements between two or more parties. It is a skill that is central to all occupations and one that is used every single day. Negotiation is a skill that is critical to your success whether you are:

- Dealing with a highly political and emotionally charged situation
- Determining the price and terms when acquiring or selling products or services
- Allocating or requesting project resources for your teams
- Championing a new initiative for your company
- Navigating the political minefields of your firm
- Forming alliances or joint ventures with external partners
- Cultivate sustainable relationships through the negotiation process.
- Harness the psychology of influence
- Understand how your conflict management style
- Learn the tricks-of-the-trade of expert negotiators.
- Convert your negotiation foes into allies.
- Convert your negotiation expertise into a competitive advantage for your firm.

Who Should Attend:

This program is designed for managers who would like to enhance their influence, both within their organizations and externally with other organizations and vendors, by sharpening their negotiation abilities. Middle and upper-level managers in all types of industries and functional areas will benefit by attending. A typical audience might include executives in areas such as business development, marketing, mergers and acquisitions, purchasing, consulting, project management, human resources, strategic alliances, finance, e-commerce, manufacturing, engineering, non-profit administration, and general management.

Key Topics :

- ❖ Learn how to enhance your negotiation skills to both create value for all parties and claim your fair share
- ❖ Learn your strengths and weaknesses as a negotiator. What areas do you need to work on? How does your conflict management style impact the tactics you use in a negotiation?
- ❖ Learn the psychology behind influence and negotiation tactics — why do they work so well?
- ❖ Gain the confidence to use a more varied repertoire of negotiation skills to adapt your strategy to any given situation

- ❖ Learn how to deal with difficulty negotiators
- ❖ Learn about the added complexity of team and multiparty negotiation
- ❖ Learn about the Critical Elements: Time, Information and Power

This workshop is a detailed insight into the **skills required by Managers**.

- ❖ It is very interactive and includes many activities and exercises to enhance the learning experience.
- ❖ It is spread over the period of one-full day consisting of 8 hrs (9am-5pm)
- ❖ It includes 2 tea breaks and a lunch break

Proposed Training Plan Consists of:

- ❖ **Training Certificate**
- ❖ **Training Kit** : Handouts, Activities, Exercises
- ❖ **Training Duration:** one full day (8hrs)
- ❖ **Number of candidates:** Minimum=20 Maximum=40
- ❖ **The training venue proposed is** : PC Hotel or Avari Hotel, according to availability of dates assigned by your organization for the training.

Training Cost:

Cost per Individual Participant is a total of:= Rs.7,500

Includes cost of:

- Handouts,
- Activity/Exercise material,
- Certificates,
- Tea (twice),
- Buffet Lunch,
- Hotel Facility Charges,
- and Trainers Cost