



Engaging Negotiation Dynamics to Achieve Sustainable Outcomes

Refining Flexible Strategies for an Unpredictable Future

► Upcoming Sessions

02-06 Sep 2024	Amsterdam - The Netherlands	\$5,950
06-10 Jan 2025	Dubai - UAE	\$5,950
14-18 Apr 2025	Dubai - UAE	\$5,950
23-27 Jun 2025	London - UK	\$5,950
01-05 Sep 2025	Amsterdam - The Netherlands	\$5,950

► Training Details

Training Course Overview

Do you struggle to achieve optimal negotiation outcomes when circumstances shift during the process? Today's negotiators must be agile, highly responsive to rapid changes, and capable of adapting their strategies dynamically in response to the speed of information access.

This Anderson training course offers delegates a practical negotiation framework that enhances flexibility in planning negotiation approaches. Participants will learn strategies and tactical plans designed to address the accelerated pace of business and the immediacy of information. These modern negotiation dynamics are seamlessly integrated into the curriculum, providing a fresh and dynamic perspective on negotiation skills.

Training Course Objectives

By attending this Anderson training course, delegates will be able to:

- Develop critical thinking skills and utilise an effective negotiation framework
- Determine their individual negotiation style and understand when to modify this as circumstances change
- Understand the dual circumstances model and how to maintain its balance
- Demonstrate how to use the power of persuasion in difficult situations
- Master the art of countering aggression, argument and hard tactics during negotiations

Designed For

This Anderson training course is suitable to a wide range of professionals, but will greatly benefit:

- Negotiators operating at all levels
- Department heads

- ▶ Leaders of negotiating teams
- ▶ Staff at higher levels of executive responsibility
- ▶ Managers from a wide range of business disciplines including engineering, project management, production, finance, sales, business development and procurement

▶ Training Details

Day One: What We Already Understand about the Negotiation Process - is no Longer Static

- ▶ The pace of change in commerce and the need for Dynamic Negotiators
- ▶ Common terms, phases and stages in negotiation
- ▶ The information revolution and its effect on the negotiation landscape
- ▶ Key principles of the negotiation framework and recent cases which challenge the status quo
- ▶ Understanding our own personal negotiation style and adapting to dynamic situations
- ▶ The dual concerns model and its influence on planning for a negotiation

Day Two: Widening our Cognitive Reasoning to become Better Negotiators

- ▶ Perception and its effect on our approach to negotiation
- ▶ Framing and reframing to gain an understanding of the situation
- ▶ Convergent and Divergent thought processes and biases
- ▶ Improving our communication and influencing skills
- ▶ Strategic planning for Integrative negotiations
- ▶ Authoring convincing pitches and arguments to strengthen your negotiation

Day Three: Power, Personality and Establishing Relationships

- ▶ The negotiators' sources of power and how it becomes acquired
- ▶ Harnessing power by developing relationships and defining boundaries
- ▶ Influencing as the 'go to' person at the negotiating table
- ▶ Getting things done with the engagement of others
- ▶ Using persuasive language to reach your goals
- ▶ Unethical behaviour and its consequences

Day Four: Overcoming Difficulties and Resolving Differences

- ▶ Creating momentum when negotiations are stalled
- ▶ Understanding individual differences, abilities and approaches to negotiation
- ▶ Managing difficult negotiators with Emotional Intelligence
- ▶ Recognizing and coping with deception and falsehood
- ▶ Countering aggression, argument and hard tactics
- ▶ Getting people 'on side' and ensuring commitment when it matters

Day Five: Consolidation for Success, Creating Sustainable Agreements

- ▶ Adopting strategies for building successful outcomes through collaboration
- ▶ The complexity of multiparty negotiations
- ▶ Understanding team dynamics, egos, competitiveness and frustrations
- ▶ Composing and operating in negotiating teams
- ▶ Using coaching to develop uncooperative team members
- ▶ Practical skills session

▶ The Certificate

Anderson Certificate of Completion will be provided to delegates who attend and complete the course

▶ INFO & IN-HOUSE SOLUTION

For more information about this course, call or email us at:

Call us: +971 4 365 8363

Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

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