

Getting Past 'No'

Negotiating Effectively Deal Getting & Closing



An experiential program for win-win results

Negotiating Effectively

Deal-Getting & Closing

The ability to negotiate effectively has a large impact on any person or organization. In fact, we negotiate all the time. We negotiate not only contracts but all sorts of agreements. Be it the agreement which strategy to follow or the vision of the organization. We negotiate which methods to apply to achieve a higher market share or how to fight the competition. We negotiate compromises to resolve disputes we might have with anyone.

Ideally, the result of any negotiation is an agreement that leaves both parties with the feeling of a win. It is important to notice that our own mindset and our own behavior are the only factors we can directly influence in any interaction with people. What we say and what we do influences indirectly the other party. Our behavior is a crucial factor in negotiating effectively. This course aims at helping you develop further your negotiation competence.

Objectives:

- To discover the most appropriate mindset for any negotiation
- To learn how to create trust instantly
- To learn how to coach your negotiation partner to achieve a win-win situation
- To become more effective in closing deals through *higher ground negotiations*
- To understand how this new approach leads to faster and better results

Benefits:

- Better business results by creating more win-win situations
- Improved profitability due to more successful negotiations with vendors and customers
- Cost reduction through higher retention rates and stronger engagement resulting from effective dispute resolution

Methodology:

- Pre-course preparation questionnaire
- Optional: Pre-course assessment (Harrison Assessment)
- 1-day workshop in group coaching style
- One 90min follow-up conference call; optional: 1:1 follow-up coaching

Negotiating Effectively

Deal-Getting & Closing

Agenda

Our Beliefs about Negotiation

- Creating awareness of our current beliefs about negotiation
- Understanding how our current beliefs work for us
- Understanding how our current beliefs limit our success
- Identifying what we need to let go before we can shift our beliefs

Creating Great Rapport Instantly

- Learning how matching is key to creating instant rapport
- The dynamics of self-confidence and ego
- The importance of being present
- How to listen effectively

How to Coach the Other Party

- The principles of coaching – practice coaching
- Gaining insights on how to help the other party with his decision-making process
- Practicing the necessary questioning skills
- Understanding the permission precondition

Closing and Objections

- How to minimize objections
- Understanding that objections are a call to “stop pushing”
- How to use objections to your benefit
- Higher ground negotiations instead of compromising your position → win-win
- How to successfully close the deal