







# NEGOTIATION – Strategic behaviours in negotiation

Level	Available languages	Fee
Intermediate	     	€ 340

e-Module titles	Objectives	Content
CONCEDING & OBTAINING VALUE	This module aims at being able to strategically organise & conduct negotiations: - managing concessions & counterparts - the consequence of diverging negotiation points - why enlarge the scope of negotiation points	1. Creating value through clever concessions 2. Aligning the values of exchange between the 2 parties
OFFENSIVE/DEFENSIVE NEGOTIATIONS	This module aims at being able to strategically organise & conduct negotiations: - understanding what makes the negotiator powerful or weak & how to enhance that status - understanding the difference between being defensive or offensive	1. Understanding the balance of power in negotiation 2. Being offensive or defensive in negotiation
BUILDING TACTICS (2): TIME & TEAM MANAGEMENT IN NEGOTIATIONS	This module aims at being able to strategically organise & conduct negotiations: - adapting the time element of the negotiation based on initial status & expected outcomes - composing the right negotiation team	1. Manage TIME: adapt the speed & length of your negotiation 2. Manage TEAM: adapt the composition of your negotiating team
BUILDING TACTICS (3): BEHAVIOURS IN NEGOTIATIONS	This module aims at being able to strategically organise & conduct negotiations: - adjusting the level of tact to the situation (using the animal matrix) - identifying blocking & unblocking postures	1. Have tact: adjust your behaviour to the situation 2. Manage postures in the negotiation