

Market leading negotiating education

Negotiating From a weak Position

Special skills are required to negotiate successfully when the balance of power is not in your favour. When you are negotiating from a weak position.

This is often the case in business negotiations. Special skills are required to negotiate successfully when the balance of power is not in your favour.

Negotiating from a Weak Position

- Different styles of negotiation
- Trust and relationships
- Creating win-win situations
- How to affect the balance of power.



Negotiating From a Weak Position

This three day programme gives you the mindset, knowledge and skills to create high-value, win-win agreements and solutions when negotiating in difficult circumstances. Negotiating with a sole source supplier, higher management or an international business counterpart involves high dependency. When dependency is high the stakes are high. This programme will help you meet the challenge successfully.

Contents

- The problems of short-term thinking, positional bargaining and a competitive mindset
- The Negotiator's Dilemma ("Shall I trust the other party or not?") and a working model for dealing with it
- The drawbacks of adopting a soft or hard negotiation style
- Principled Negotiation ("The Harvard Method") as a process for creating sustainable settlements in long-term relationships
- Use Power to Educate: Are they as strong as they think?
- Intercultural Differences : The "Seven Dimensions of Culture"

Purpose and educational objectives

- Develop a collaborative environment
- Consider the effects of short-term and long-term thinking
- Build and maintain interpersonal relationships based on mutual trust
- Improve communication and decrease misunderstandings
- Create high-value settlements supported by all parties

Who should attend?

Purchasing, sourcing, sales and other business professionals who negotiate in difficult circumstances.

The course is carried out as a residential course over three days.