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Negotiating Style Profile

Prerequisite: None

Schedule: Half-day session

Utilize the Negotiating Style Profile to lead the way to successful negotiations. Individuals gain a greater understanding of how their negotiating style affects relationships with negotiating partners and the outcomes of interactions. Participants will learn how to prepare for an upcoming negotiation, conduct collaborative negotiations, practice negotiation with different styles and respond to realistic negotiating situations through a series of activities.

Topics Covered:

What is Negotiation?

- Negotiation is a process of communicating back and forth for the purpose of reaching a joint decision.

Negotiation Style Profile

- Measures an individual's negotiating preferences
- Consists of 30 items which are divided into five scales
- Model of Negotiating styles: Defeating, Withdrawing, Accommodating, Compromising, Collaborating

The Model of Negotiation Styles

- Explain the Model of Negotiating Styles and give an explanation of the five negotiating styles

Interpersonal Skills of the Collaborative Negotiator

- Assertive Behavior
- Supportive Climate Building
- Active Listening
- Nonverbal Behavior Sensitivity
- Using Questions to Raise Receptivity
- Confronting and Working Through Differences

Key Learning Points:

1. Understand 5 styles of negotiating.
2. Identify personal negotiating characteristics.
3. Gather feedback from peers about one's negotiating style.
4. Learn why a win-win approach is most effective.