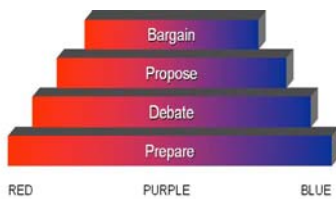


Advanced Negotiation Simulation

Outline

Our workshop is based around our preferred model of "Purple Negotiation" shown below.

This effectively combines the styles people adopt in negotiation with the widely accepted standard steps in the negotiation process.



It gives participants the opportunity to combine previous experience of tools such as MBTI and Thomas-Kilmann Conflict Indicator (TKI) to enhance their skills.

For this reason Kiddy's Advanced Negotiation Programme concentrates on three main areas:

- ◆ The Negotiation Process
- ◆ Personality in Negotiation
- ◆ A practical computer-based simulation

Who Should Attend?

- ◆ Line managers
- ◆ Functional managers
- ◆ People wanting to update their skills
- ◆ HR professionals
- ◆ Anyone who has to negotiate within or outside your organisation

Duration & Location

This is a 1.5 day workshop, normally run at the client's venue.

Advanced Negotiation Programme With Simulation

Our 1.5 day Advanced Negotiation programme combines a significant amount of practical negotiation exercises with role plays, plenary discussions and group work

The workshop covers the following topic areas:

- ◆ The 4 step negotiation model
- ◆ Red, Purple, Blue negotiation styles
- ◆ Your personality and its effect on your negotiation
- ◆ Handling conflicting business priorities
- ◆ When and how to use power
- ◆ Managing conflict and the TKI Conflict Mode Instrument
- ◆ Using your personality to help you influence
- ◆ Dealing with the ploys and tricks of your counterpart
- ◆ Managing the bargaining zone
- ◆ Coordinating strategic negotiating teams and resources
- ◆ Closing negotiations effectively
- ◆ Getting to Win/Win

Additionally we run a computer based simulation which allows participants to

experiment with their techniques in a practical environment.

Our preferred simulation is entitled "Commercial Negotiation Two". In this business simulation, the participants divide into two groups to tackle a challenging but enjoyable commercial negotiation around the manufacture and supply of goods. The teams use laptop-based programmes containing the simulation data to work out their negotiation positions before meetings to negotiate an equitable outcome.

Our workshops are built around multiples of three participants. This gives participants the opportunity to learn from each other and their own experiences.

Other Programmes

Some of our other programmes include:

- ◆ Emotional Intelligence At Work
- ◆ Mentoring
- ◆ Managing Dispersed Teams
- ◆ Managing Your Boss
- ◆ Team Building On Yachts