

# Executive Development Center

## Effective Negotiations: Pitfalls and Proven Practices

### Program Benefits:

- Understand negotiating as a whole process framework
- Know where you are in the negotiation process, before, during and after each contact and face-to-face meeting
- Discover your negotiating beliefs and their role in determining your behavior
- Learn how to significantly reduce stress and self-doubt in your next negotiation
- Know how to gather more information when the other person is asking questions
- Learn how to signal your position on any issue without saying anything
- Learn and practice how to discover information and needs from the other side
- Learn why excellent listening skills (eyes, body, awareness, and ears) are critical for success
- Discover your beliefs about prices and pricing and how they influence your negotiating behavior
- Learn and practice common negotiating tactics and counter tactics
- Discover how to use a more "creative approach" to solve negotiating dilemmas
- Learn and practice how to make compromises and commitments
- Learn how to use one easy tactic to make more money on a per-hour basis than with any other negotiating tactic