



Red Education

NEGOTIATION IN THE WORKPLACE COMMUNICATION AND RELATIONSHIPS



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Red Education

Expand opportunities, Increase top line revenue

Based on the Work of William Ury of the Harvard Negotiation Program, this program will help participants create a collaborative working environment and negotiate successful outcomes with others.

Participants learn the practice of principled negotiation and how to avoid the trap of bargaining and impacting valuable relationships.

Key Learnings Are...

- ✓ The context of Negotiation.
- ✓ Identify stakeholders.
- ✓ Understanding interests (as opposed to the positions).
- ✓ Developing a BATNA.
- ✓ Strategizing and problem-solving, as critical skills and concepts essential for a successful win-win outcome.

Contact:

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Duration : 6 Hours (2 x 3 hour Sessions)

Virtual Instructor Led Training