

Prefer not to feel beat up in a negotiation? *So does the other party!*

# Win-Win Negotiations

ONLINE | SELF PACED COURSE



## LESSONS

- 1) How to Use This Course
- 2) Introduction
- 3) Negotiation Strategies
- 4) Negotiation and Behavioral Styles
- 5) Preparing for and Conducting Negotiations
- 6) Finding the Win-Win
- 7) Knowledge Assessment

*How to truly reach a win-win outcome.*

**IN** this course we examine the negotiation process and determine the types of negotiations that cause people the most difficulty. People negotiate with people so recognizing how to address the behavioral styles of all involved is critical. You'll review the strategies behind some common negotiation tactics and learn to recognize the pitfalls that you can avoid. You'll realize there is no need to fear or to glamorize negotiating. It is nothing more than the process you use to reach agreement with another. You'll practice an effective negotiation process that will help you and your customer get to a win/win. If your goals include a mutually beneficial long term relationship, this course can help you and your client get there.

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