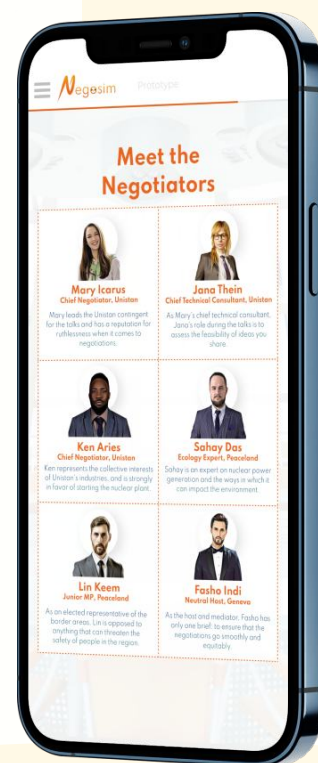


# Being a Successful Negotiator

## NegoSim **Simulation**

Negotiation is a way of having a discussion with another party to reach an agreement or resolve a dispute. It is a fundamental skill that can be applied in business and personal situations alike. The primary objective of negotiation is to find a mutually acceptable solution that addresses the interests and concerns of all parties involved.

This simulation places participants in the middle of a crucial two-way negotiation with very high stakes. As they play the simulation, participants will have to figure out how to keep the discussion moving forward toward a viable, mutually acceptable solution. The course deconstructs the skillset needed to be an effective negotiator and highlights the importance of being both prepared and open to partnerships.



## Learning Outcomes



- Identify the critical skillsets needed to be effective at negotiation
- Discover how to prepare for negotiations
- Build partnerships that can result in win-win outcomes
- Apply the key behaviors in a simulated environment

## Business Outcomes



- Enable sales teams to achieve win-win outcomes more often with clients and prospects
- Enhance negotiation skills across the organization to develop better relationships with clients and prospects

## Ideal for



- For ICs as part of upskilling on customer management
- For FTMs as part of team management training
- For managers as part of management skill training for negotiating with clients, team members and other stakeholders