



## **Onsite Workshops for Your Team, Specifically**

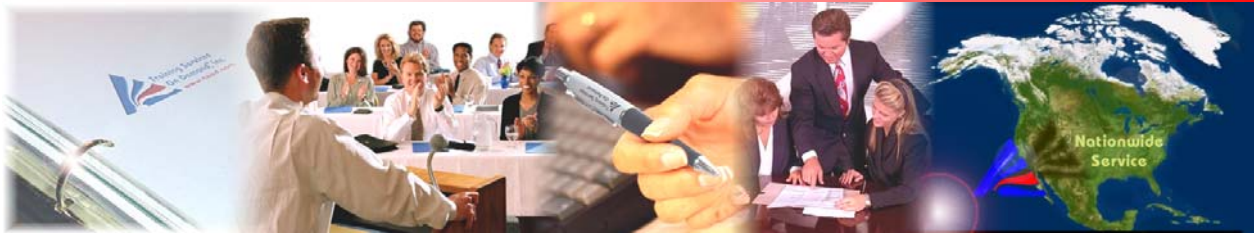
One- and two-day training programs to ensure  
that you benefit from every negotiation



# **Win ~ Win Negotiation Skills Training Programs**

*from*





## Negotiation Skills Training Programs

### Two-day workshops & one-day seminars...

Good negotiating combines several elements, and TSOD's Negotiation Skills Training Programs cover the spectrum.

You'll learn proven techniques for planning, conducting and wrapping-up negotiation sessions that satisfy all parties. You'll benefit from easy-to-master methods that assure a win/win solution in just about every situation.

Perhaps most importantly, you'll explore the psychology of negotiations: How the person across the table thinks, assumes, and reacts. And you'll use a self-assessment to reveal your natural negotiation style, giving you the insight necessary to adapt to different situations.

### Programs at Your Location, to Benefit Your Team, Exclusively

Your negotiators should train as a team, working together to weave your strengths into negotiating positions; your weaknesses into defensive strategies. As such, TSOD only provides privately scheduled team training programs that dovetail with your negotiation training needs.



#### Two-day Workshops . . .

. . . Feature in-class practice negotiations to upgrade instructional sessions into challenging exercises. You'll be put on the spot (more than once) to apply new insights to realistic negotiating scenarios. This is our original "negotiations boot camp" experience, preparing you to work with any negotiating partner, in any situation, on any day of the week.

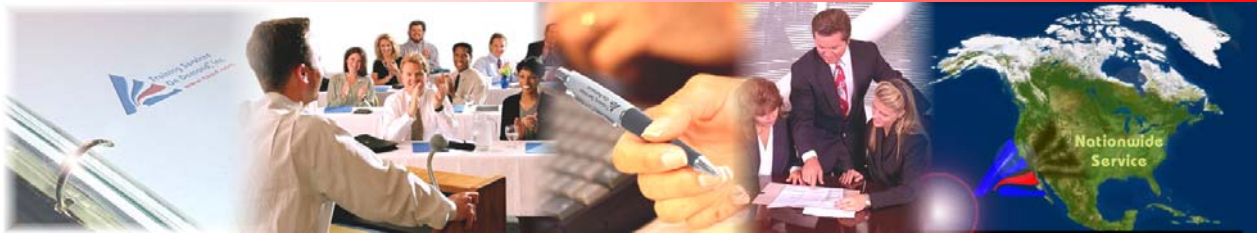
#### One-day Seminars . . .

. . . Roll-through the curriculum quickly. We'll deliver proven tips, tricks, and techniques with a fire hose, so bring a big bucket. Designed for organizations in need of training—but lacking the days or dollars required for the full course—this seminar strips-out the rehearsals, but retains core instructional content.

### Effective Training, Guaranteed Reliability

TSOD Negotiation Skills programs are available at your location, for your team, anywhere in the United States. We'll provide instruction services and all course materials. We'll ask you to provide training space and, of course, participants.

You'll always benefit from our fully bundled tuition rates, which ensure that your costs are reasonable and predictable. We never add additional fees for instructor travel, expenses, participant materials, or anything else.



## Negotiation Skills Training Topics

### 1. How to Prepare for Success

This section helps you define the issues underneath the table: The make-or-break expectations that must be met before success is possible. You'll use effective—but unobtrusive—probing methods, contingency plans, and "what if" scenarios to craft a solid strategy before the negotiating begins.

### 2. When to Get Creative: How to create a win when all appears lost.

In this section, you'll use case studies to convert dilemmas into win-win solutions. Using out-of-the-box thinking, you'll exercise your ability to quickly recover from sticky situations and put derailed negotiations back on track.

### 3. What Every Good Negotiator Needs to Know About Himself/Herself

You'll begin with a self-assessment... a measure of your natural negotiating style. From there, you'll learn styles appropriate for different scenarios. Just as importantly, you'll learn how others tend to negotiate, and you'll discover the hidden meaning behind their approach.

### 4. When “Accommodating” Just Doesn’t Cut It

You'll discover how to be assertive without being demanding. You'll ensure that your viewpoint isn't simply stated; it's actually understood and respected by your negotiating partner. By mastering the three types of assertiveness, and choosing the correct type at the right time, you'll avoid being steamrolled, avoid coming-across as headstrong, and take a giant leap toward a trusting partnership.



### 5. How to Get Past the Hive and Into the Honey

You'll discover questioning methods that penetrate superficial issues to pinpoint the dealmakers. Without good questioning, you can give away the farm on every conceivable issue, and still fail to create a win-win conclusion. There's something else on your counterpart's mind, but he's never clarified it—perhaps not even to himself. You'll practice the six types of questioning used to dig-up buried treasure.

### 6. How and when to declare success

You'll learn how to bring continuous-loop negotiations to a conclusion, how to avoid open-ended scenarios, and how to walk-away from fruitless negotiations without slamming the door on future possibilities. You'll learn proven techniques for this vital step in the negotiation process, and you'll practice innovative ways of asking for ink.



## Work with a Uniquely Qualified Facilitation Team

TSOD's negotiation skills workshop facilitators include Ph.D. organizational psychologists, university researchers, and published behavioral science experts. We never hire freelance public speakers, so you'll never get stuck with the "instructor du jour."

You'll benefit from the in-depth knowledge our negotiating skills team has cataloged through the past two decades. And of course, you'll enjoy their proven finesse in conducting interactive, results-oriented adult education programs.

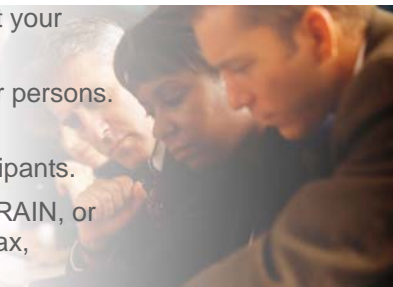
## Schedule Your Workshop

Negotiation Skills training programs are conducted at your location, at your convenience, nationwide.

The full, two-day workshop is available for groups of six to twenty-four persons. Larger groups may be accommodated through multiple workshops.

The one-day short course is available for groups of ten or more participants.

To schedule your Negotiation Skills program, contact us on 855-65-TRAIN, or e-mail us at [tsod@tsod.com](mailto:tsod@tsod.com). We'll provide a Service Agreement by fax, getting you on the calendar in time to use your skills before your next negotiation.



**[When You're Ready to Schedule: www.tsod.com/express](http://www.tsod.com/express)**

**[Contact us by Phone or by Internet](#)**

