

# Business negotiations - level II

## #1 How to get out of the deadlock and avoid breaking negotiations

1. Where does the impasse come from in the negotiations?
2. How to get out of the impasse?
3. How to prevent the negotiations from breaking down?
4. How to leave the negotiating table without burning bridges?
5. How to leave the negotiating table to get an even more competitive proposal?

## #2 How to negotiate a Win-Win with a tough and strong negotiator

1. How to open the other side and encourage cooperation,
2. How to build a partnership,
3. Who controls the negotiations and how to build the role of the person controlling the negotiations?
4. How to shift the focus and attention of the other party of the negotiations to the areas you want?
5. How not to succumb to provocation and how to maintain control over negotiations in a situation of provocation?
6. How to guide the other side with the help of 4WIN™ from **digging into positions to discover new solutions that satisfy both** parties.

## Negotiation training in your professional situations

Each participant will negotiate all techniques in our tasks, games and simulations, as well as in their own professional situations and other participants. Such a workshop gives you an unprecedented amount of inspiration, exchange of experience and know-how and, above all, provides real, professional training, thanks to which you achieve a faster increase in your negotiating competences and results in relation to classic training.

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### #3 Neurolinguistics of the authority to negotiate

1. How to influence the achievement of your negotiating goal using the appropriate sentence syntax and presupposition?
2. How to build your authority and charisma using the appropriate sentence syntax and presupposition?
3. How to negotiate (e.g. contracts) in the comments so as not to discourage the other party,
4. **What to look for** - e-mail and telephone negotiations,
5. What places to take and how to arrange the space in the room?
6. How to greet each other when there are many negotiators, limited space and barriers (e.g. long table)?
7. How to build authority and your own position in negotiations with non-verbal signals (body language and voice)?

### #4 How to manage emotions and conflict in negotiations?

1. How to soothe the emotions of the other side of the negotiation?
2. How to control your own emotions and stress?
3. How, in the emotions, on both sides of the negotiations, direct the conversation onto the merits?
4. How to open the other side of negotiations in a conflict and examine its needs?



Have any questions?  
Feel free to contact us.

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