

Negotiations in style win-win – level I - techniques and strategies

#1 What are New Negotiations in context known styles negotiation? #2 Grips and tactics during negotiations

- What we know styles negotiated and what are consequences use everyone with them?
- What is biological subsoil negotiating power and building advantages - why model Win- Win is so difficult to achievements in practice?
- Win -win as element strategy long term in light theory games prof. J. Nash ("Beautiful Mind")
- 6 fundamental rules an effective negotiator and their influence on results of negotiations

- How recognize bluff and lie after facial expressions and micromimicry face?
- How recognize manipulation and negotiation tricks and to advise myself with turning them it is on my own advantage:
 - Valuable concession
 - Good - bad clay
 - What by was, if...
 - Through the door in face
 - Prize in paradise
 - Incomplete power of attorney
 - Manipulation sometimes
 - Depreciation
 - Apparent concessions
 - Trial balloon
 - Open window
 - Empty wallet
 - Plucking
 - Foot in the door
 - Successful shocking
 - Principle competition
 - Leaving the table

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- When which tactics are worth it use?
- What different myself tactics from grip?
- How argue in answers on applied holds or tactics?
- Where it runs limit between persuasion and manipulation?
- What is the role of ethics in negotiations?
- Simulation negotiations 1 on 1, allowing to use in acquired practice knowledge

#3 Negotiations as process spread out in time

- What we distinguish stages in the proces negotiations?
- How to effectively prepare for each stage of negotiations?
- How efficiently transcribe and rank the goals - use sheet Nego- SMART
- Management sometimes as resource in in the process negotiations.
- Deadlock as element negotiation strategy
- BATNA and ZOPA - what are they and how build a negotiation strategy based on them?
- How open auctions and lead them honestly?
- How to submit suggestions?
- When stop myself in auction and when to withdraw?
- How to negotiate positionally and don't dig in on positions?
- Why is ZOPA not a common budget range on both sides of negotiations?

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- How you can bury negotiations wrong estimating ZOPA?
- What meaning has BATNA and WATNA for ZOPA?
- Why is it not worth relying on leaks about the budget of the other negotiating side?
- Simulation negotiations 1 on 1, allowing to use in acquired practice knowledge

#4 Neurolinguistics and building authority in the process negotiations

- How to influence on achievement your goal negotiating using the appropriate syntax sentences and presuppositions?
- How build your authority and using charisma appropriate syntax sentences and presuppositions?
- How to react on tasks in way of opening further discussions?
- How to react for suggestions impossible down acceptance, so as not to risk clinch.
- How go out with impasse by use so-called "frames solutions."
- How to negotiate (e.g. contracts) in the comments so as not to discourage the other side?
- What to pay attention to - email negotiations and telephone
- What seats should you take and how should you arrange the space in the room?
- How greet myself in situation participation of many negotiators, limited space and barriers (e.g. long table)?

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- How build authority and my own position in negotiations non-verbal signals (speech body and voice)?
- Simulation negotiations teamwork, allowing to use in acquired practice knowledge - simulation recorded it stays on video, then recreated and subjected detailed analysis under angle strategy, tactics used, neurolinguistics, communication verbal and non-verbal and factors approaching and moving away from agreements.

#5 Author's Methodology 4WIN - investigation algorithm down agreements.

- How to get out apart from auctions?
- How enter on more advanced level negotiations than business?
- How to recognize needs and beliefs the second pages negotiations?
- How move myself after on the map beliefs of the interlocutor - negotiator?
- How distinguish at interlocutor - negotiator beliefs key for negotiations from the side ones?
- How can you use your beliefs and values to create an infinite number of solutions for the other side of the negotiation that will satisfy both sides?
- How to use beliefs the other side negotiating down changes her position?
- How to build partner relationship?
- How to guide the other side using 4WIN™ from digging in at positions to discovering new solutions that satisfy both sides?

**You have questions?
Contact me.**

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