

#1 Intelligence emotional in the process negotiations.

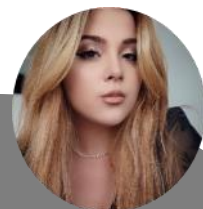
- Where do emotions come from in the negotiation process?
- How do anger and fear overshadow the chance on agreement?
- What information carries us given emotion? How to use energy emotions to achieve goals negotiation?
- What is assertiveness and how to protect your own business by at the same time respecting the goals the other side?
- Algorithm taking over control over conversation- that is how to react on verbal attacks and accusations the other side?
- Games conscious and unconscious in the negotiation process - negotiations in light analysis concept transactional E. Berne.
- How our habits communication and unconscious roles determine course of negotiations?
- Simulation negotiations teamwork, allowing to use in practice acquired knowledge - simulation recorded stays on video, then recreated and subjected detailed analysis under angle strategies used tactician, neurolinguistics, verbal communication and non-verbal and factors approaching and moving away from agreements.

#2 What is force in negotiations and how BATNA affect her?

- Techniques lifting own negotiating power by recognition and lowering forces the second page negotiations:
 - Technique on stocking up
 - Technique on availability
 - Technique on service
 - Technique on customer
 - Technique on the plans
 - Technique on profitability
 - Technique on opinions
 - Technique on end
- How to use advantage in negotiating power to ensure success for both sides negotiations?

#3 Different types negotiators require various approaches.

- Where do differences between people come from and how do they influence our behavior at the negotiating table?
- How our experience determines our beliefs and negotiation style ?
- Types of negotiators based on C. J. Jung's personality typology – self-diagnosis with the communication styles questionnaire.
- How to prepare myself for negotiation with ours antagonistic type? What to pay attention to, what to avoid?
- What is the so-called "universal language"? How to use it to build relationships and get out of impasse?
- Simulation negotiations teamwork, allowing to use in acquired practice knowledge.



You have questions?
Contact me.

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