IMS



EVERYONE NEGOTIATES: GETTING WHAT YOU BOTH WANT

Executives and managers frequently face situations requiring negotiation skills: agreeing on appropriate schedules and deadlines for projects, solving problems with clients, setting the salaries of subordinates, acquiring more staff for your department and maintaining high customer service standards with your staff. Utilizing effective negotiation skills is the only realistic approach to meeting the challenges of today`s rapidly changing environment. In this course, you will learn successful negotiation techniques and strategies and practice them in situations commonly encountered by executives and managers. The objectives of this program are to provide participants with an understanding of negotiation and what makes a negotiator successful; to give participants the behavioral tools, strategies and tactics needed to create a win-win outcome; and, finally, to improve the negotiation skills of participants through an in-depth negotiation exercise where they will negotiate a work-related situation.

PETER STARK

Peter Barron Stark is known as one of America's most dynamic negotiation speakers and authors. His consulting firm, Peter Barron Stark Companies, has attracted clients such as the Boston Red Sox, Electronic Arts, Coca-Cola, Jack-in-the-Box, Hewlett Packard, Phoenix Suns, Los Angeles Dodgers, Kaiser Permanente, Rady Children's Hospital San Diego, Sempra Energy, SONY, and Wells Fargo Bank.

Peter is one of only a handful of speakers to hold the prestigious dual designation of Accredited Speaker from Toastmaster's International and the Certified Speaking Professional from the National Speaker's Association. This unique combination of awards makes Peter one of the most sought-after professional speakers in the area of negotiation.

He has been published worldwide in over 500 articles and has written ten books including, The Only Negotiating Guide You'll Ever Need. Peter's expertise has been featured by American Executive, Investor's Business Daily, The New York Times, CNN, Bloomberg, Inc.com and USA Today.

Peter's career takes him around the world as he helps leaders build organizations where employees love to come to work and customers love to do business.

TOPICS COVERED

CHARACTERISTICS OF GREAT NEGOTIATORS

PREPARING FOR A NEGOTIATION

QUESTIONING AND LISTENING SKILLS

CASE STUDY NEGOTIATED WITH OTHER PARTICIPANTS

OBTAINING LEVERAGE

STRATEGIES AND TACTICS THAT CAN BE USED IN A NEGOTIATION TO GAIN OR MAINTAIN LEVERAGE

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
Phone: Email: Website: **https://ims-online.com/leadership-development//**