



HARNESS THE POWER
OF KNOWLEDGE

**Beyond the Deal: Mastering
Critical Thinking and Strategic
Negotiation**

TRAIN



This 5-day intensive training program by Global Business Minds LTD (GBM) goes beyond just learning negotiation tactics.

It equips you with the critical thinking skills to analyze complex situations, develop strategic approaches, and confidently navigate the negotiation process.

Goals:

Through interactive learning, case studies, and practical exercises, you'll gain the ability to:

- **Sharpen critical thinking skills:**
Analyze negotiation situations, identify underlying interests, and anticipate potential challenges
- **Craft strategic negotiation plans:**
Develop a roadmap for achieving your desired outcomes, considering BATNA (Best Alternative To a Negotiated Agreement) and WATNA (Worst Alternative To a Negotiated Agreement)
- **Communicate with clarity and purpose:**
Master active listening, persuasive argumentation, and clear communication to move the negotiation forward
- **Identify and adapt to negotiation styles:**
Recognize different styles (eg collaborative, competitive, integrative) and adjust your approach accordingly
- **Forge win-win solutions:**
Negotiate mutually beneficial agreements that create long-term value for everyone involved
- **Negotiate ethically and with integrity:**
Employ fair and ethical tactics while protecting your interests
- **Read nonverbal cues effectively:**
Decode body language to gain insights into the other party's position
- **Manage conflict constructively:**
De-escalate tensions and navigate disagreements productively
- **Build trust and rapport:**
Foster positive relationships that lead to successful collaborations
- **Practice and refine negotiation skills in a safe environment:**
Gain practical experience through role-playing and simulations, receiving constructive feedback from instructors and peers

Training Agenda:

Day 1: Building the Foundation - Critical Thinking for Negotiation

- Introduction to critical thinking in negotiation
- Analyzing negotiation scenarios: Identifying stakeholders, interests, and potential roadblocks
- Developing your BATNA and WATNA to strengthen your negotiating position
- Understanding the negotiation process: Preparation, initiation, exploration, bargaining, and closing
- Exploring different negotiation styles and their impact on the process

Day 2: Mastering Communication for Negotiation Success

- The art of active listening: Strategies for understanding the other party's perspective
- Crafting persuasive arguments: Building strong cases based on logic, evidence, and win-win solutions
- Effective questioning techniques: Uncovering information and guiding the negotiation towards your desired outcome
- The power of clear and concise communication: Delivering your message with impact throughout the negotiation
- Identifying and overcoming common communication challenges in negotiation

Day 3: Unveiling Strategic Negotiation Tactics

- Win-win negotiation strategies: Creating value for all parties involved
- Ethical negotiation practices: Maintaining integrity and building trust during negotiations
- Negotiation power dynamics: Identifying and leveraging your strengths and the other party's weaknesses
- Strategic concession strategies: When and how to make concessions for optimal outcomes
- Managing emotions and stress in negotiation situations: Maintaining composure and clear thinking under pressure

Day 4: Putting Theory into Practice: Negotiation Simulations

- Engaging in realistic simulations covering diverse negotiation scenarios (eg: salary negotiation, contract negotiation, client acquisition)
- Applying learned critical thinking and negotiation skills in a safe environment
- Receiving constructive feedback from instructors and peers to refine your negotiation approach
- Strategizing to address different negotiation styles encountered during simulations

Day 5: Beyond the Deal: Mastering Negotiation in the Real World

- Developing a personalized negotiation toolkit and action plan for future negotiations
- Strategic planning and preparation for real-world negotiation scenarios
- Reviewing key takeaways from the program and identifying areas for continued development
- Open forum for discussing ongoing negotiation challenges and seeking expert guidance

Additional Information:

- This program is ideal for professionals of all levels seeking to enhance their negotiation skills and achieve optimal outcomes in any negotiation scenario
- GBM instructors are experienced negotiation experts who will provide personalized coaching and support throughout the program
- Participants will receive comprehensive course materials

By participating in this intensive training program from GBM, you'll gain the critical thinking and strategic negotiation skills needed to confidently navigate complex negotiations and achieve success in all business interactions.