



# Eat the Elephant 'Helping people achieve the objective'

## Essential Management Development skills

### Negotiation – Tying the Knot

#### Who is it for ?

New and existing team leaders / Managers, and team members who want to develop excellence in managing, coaching and developing their teams.

#### What is it about and what will it do ?

Using interactive DVD and role play learning this programme will enhance the ability to negotiate all issues on a win:win basis.

#### Typical Objectives

To enable team members and managers to feel comfortable in engaging all negotiation processes

#### Indicative Outline Content

- Introduction and objectives
- Fundamentals of negotiating
- What kind of negotiator am I?
- Preparing to negotiate
- Tying the knot
- The see-saw of negotiation
- When things go wrong...
- Positive actions
- Summary and having a planning approach
- Ensuring agreements and company practice are followed consistently – what are the impacts on the business of not following through?
- Personal action planning and evaluation throughout

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