



WIN TRAINING SEMINAR WIN

NEGOTIATIONS

OBJECTIVE

The key to a win-win negotiation approach is finding ways to help both sides feel successful rather than just focusing on one's position. This approach helps lead to good results and it fosters long-term relationships and partnerships—which create positive momentum for future negotiations.

Win-win Negotiations is intended to build confidence in and skills for negotiating with customers in ongoing relationships. The program focuses on teaching participants widely agreed-upon foundational concepts of negotiations, as well as tactics for conducting tough negotiations.

It provides them with substantial practice in preparing for and conducting their own actual upcoming negotiations.

Learning Objectives

- Identify personal strengths as parties in negotiation
- Provide skills and tactics for dealing with tough situations such as negotiating with purchasing agents and other professional negotiators
- Increase profits through well-planned collaboration and alternatives to a negotiated agreement
- Focus upon interests and issues and avoid dangerous positions.
- Build strong relationships with customers, partners, and colleagues.
- Enhance communications by developing a common negotiation language.

METHODOLOGY

This training program is a highly engaging and interactive. Participants will participate in two negotiation simulations. Additionally, they will have opportunities to practice using communication skills in negotiations and will receive immediate feedback for improvement. Other topics will be addressed based on the participants' current business negotiation challenges.

TARGET GROUP

Managers and Directors that are responsible for internal or external negotiations.

ACTION PLAN

Participants will leave with an action plan that will help them apply the skills learned in this course to their next business negotiation.

LANGUAGE

A good command of English is required

PARTICIPANTS

Maximum 16 participants

EXPERTS

- Main expert & trainer: David Turner
- Taught negotiations, leadership, sales, customer service, and change management in hundreds of workshops to thousands of global business professionals in the US, Europe and Asia.
 - Contract trainer and executive coach for Forum Corporation, Clarity Consultants
 - Executive for IBM, Boston Consulting Group, Thomson Corporation, Thermo Fisher Scientific
 - Trained Albanian professionals in the finance and telecom sectors since 2014

DATE

November 8-9, 2017 (2 days)

PRICE

200 Euros (per participant)

PROGRAMME

Day 1, 8/September/ 2017

- 08:45 - 09:00 Welcoming Participants
09.00 – 12.30 First Session with 15-minute coffee break
12.30 – 13.30 LUNCH BREAK
13:30 – 16:30 Second Session with 15-minute coffee break

Day 2, 9/September/ 2017

- 08:45 - 09:00 Welcoming Participants
09.00 – 12.30 First Session with 15-minute coffee break
12.30 – 13.30 LUNCH BREAK
13:30 – 16:30 Second Session with 15-minute coffee break

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