Are failed negotiations leading to loss of morale and productivity?

The ability to negotiate positively is fundamental to creating a cohesive, productive team.

Symptoms

- Resentment
- Frustration
- Poor execution of plans
- Passive-aggressive behaviour
- Ongoing disconnections between team members
- Poor productivity
- Loss of respect for leadership

The Cure

- Understanding the concept of negotiation
- Identify relevant stakeholders in the conflict
- Anticipate and clarify stakeholder expectations and concerns
- Discuss issues openly, confidently and clearly with stakeholders
- Identify common ground
- Agree on how to resolve the areas in which there is disagreement
- Understanding power in negotiation
- Negotiating ethically
- Design outcomes for each stakeholder that meets the needs of all in a balanced and fair manner
- Using practical tools and templates to facilitate the process
- Managing emotions to keep things on track
- Presenting persuasive arguments
- Reaching agreement
- Planning for implementation

The Solution

A carefully created program from Flexible Business Learning is the solution

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One Day Program

• Healthy Negotiations

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