



Negotiation Strategist Research

2017 Speaking and Seminar Catalog¹

HALF, FULL, AND TWO-DAY LEARNING ENCOUNTERS

E1: Basic Negotiation Systems Review. (6 Hours) “Module 1” Strategic Tactical and Operational Negotiation Basics defined, explained, and discussed with case studies of each on how probability of predictive outcomes are increased. This review represents 20 years of research and how to understand how the 3 systems interrelate.

- Strategic System – Before we negotiate what are the 12 inquires we need to consider.
- Tactical System – In the negotiation, learn most effective tactics and test your skills with 157 other tactics.
- Operational System – External factors and communications media. Learn about medium used, body language, and micro-expressions.

E2: Strategic System: Planning Workshop (3 Hours)

Work through 12 inquires and use tools in the workshop on how to plan an effective negotiation. What plans go into durable deals? What are the ethical and legal considerations? Use tools to guide you through the process. Research explains the answer.

E3: Tactical Workshop: In The Negotiation (3 Hours)

Learn short-term hits; issue spotting dialog with exercises for review; introduction to tactical use of game theory; notes on detecting deception; most effective tactics. Test your skills with 157 tactics commonly used. Craft messaging with the goal of persuasive communications.

E4: Operational Persuasion Workshop: The People, The Individual and The Environment: Favored by C-level executives, lobbyists, and attorneys. In addition to spotting issues in the operational negotiation, guidance on who should sit on the team. What communication skills are needed to deal with cultural and gender issues? Answer persistent questions: does the room layout matter? Do I change the negotiation based on who sits on the negotiation team? What traits do you look for? Communication barriers, gender issues, cultural issues, room layout, media choice, and physical cues shape the trajectory of your negotiation.

E5: Request for Proposal Drafting Workshop: Using Tools to Map a Negotiation Strategic Plan (6 Hours)

The RFP Workshop: Applying the NSR Method: Integrating Method into a Request for Proposals (RFP); review of method, drafting template for your organization or an actual RFP for your specific project. Templates and guides provided.

E6: Writing Persuasive Emails, Letters and Texts. (2-3 Hours)

Workshop: Persuasive writing of letters, emails, and texts to close.

- Review of top 9 influential themes
- Review and issue spotting exercise

¹ All Materials Updated with Latest Research