

Negotiation Workshop: Moving to the Next Level



Learn negotiator frameworks and techniques to build collaborative, transparent relationships in today's challenging business environment.



Negotiation: Moving Beyond the Past

Negotiation is no longer about simply getting to yes. It requires an adaptive, forward-thinking approach across the entire relationship lifecycle. Our comprehensive workshops move beyond outdated notions, equipping you with expertise to achieve outcomes in today's complex business landscape.

Why Negotiation matters?

In today's dynamic business landscape, negotiation is not just a skill; it's the cornerstone of successful relationships, growth, and value creation. The WorldCC Negotiation Workshops have been meticulously designed to equip professionals like you with the tools, strategies, and mindset needed to excel in the art of negotiation.

During our workshops you will delve into the intricacies of negotiation, learning to think beyond the moment to the long-term relationship. We build skills not just to "win" in the short-term, but to collaborate, uncover opportunities, and strengthen partnerships over time. With negotiation now a lifecycle activity, professionals need to be ready to negotiate at every stage for maximum value creation.

You will leverage up-to-the-minute research and WorldCC's unmatched understanding of the pressures faced by contracts and commercial management professionals. We will equip you to thrive in a complex world where relationships and negotiation impact every facet of business.

Join us and gain the mindset, strategies, and tools to become the skilled negotiator today's landscape demands.

“At WorldCC, we're committed to moving negotiation training beyond the basics and into the future. Our workshops equip professionals with much more than clever tactics or tips for getting to yes. We foster the strategic mindset and adaptive expertise needed to create value through negotiation at every stage of the relationship lifecycle.”

Tim Cummins
President World Commerce & Contracting



Benefits

Our workshops empower individuals and organizations with the skills that drives success in negotiations.

Benefits for Learners

Enhanced Skill Set: Gain a deeper understanding of negotiation dynamics, styles, and strategies that reflect the ever-changing business environment.

Effective Frameworks: Learn the value of effective negotiation planning to address diverse scenarios and maximize value.

Risk Management: Challenge conventional thinking about risk, exploring its management through terms and conditions.

Relationship Building: Discover how negotiation contributes to successful relationships and learn to sidestep pitfalls.

Real-world Case Studies: Engage with real-world examples of both successful and failed negotiations, uncovering valuable lessons.

Interactive Simulations: Participate in mock negotiations that put your knowledge to the test, reinforcing key principles.

Expert Insights: Gain insights from industry leaders and experts, ensuring your negotiation toolkit is cutting-edge.

Benefits for Employers

Elevated Performance: Empower your employees to negotiate with finesse and confidence, translating into more favorable outcomes and higher value creation.

Strategic Alignment: Foster a workforce that can strategically plan and execute negotiations, ensuring they align with organizational goals and values.

Mitigated Risk: Equip your team with risk management skills that help safeguard against unfavorable terms and minimize potential disputes.

Enhanced Partnerships: Cultivate relationships built on solid negotiation foundations, reducing the likelihood of breakdowns and increasing collaboration.

Real-world Application: Benefit from employees who are well-versed in the latest negotiation trends and techniques, successful and failed negotiation scenarios, applying lessons learned directly to your business.

One Day Workshop Details

Agenda

1 Fun Facts: Ice-breaking quiz and intriguing negotiation insights

2 Adapting to Services: Shifting focus in a services-driven world

3 Case Study: Lessons from a failed project

4 Safeguarding Value: Prioritizing negotiated terms and dispute avoidance

5 Planning & Strategy Frameworks: Practical tools for future negotiations

6 Mock Negotiation: Applying skills in a simulated negotiation scenario

7 Characteristics of High Performers: Concluding thoughts and feedback

Learning Outcomes

- Identify your natural negotiation style and learn strategies to effectively collaborate with partners of differing styles.
- Create a strategic negotiation plan by analyzing key factors that impact approaches and outcomes.
- Manage risk intelligently through critical analysis of assumptions and careful use of terms and conditions.
- Build mutually beneficial relationships and avoid common negotiation pitfalls through principled techniques.

Target Audience

The workshop suits those ready to build, refresh or update negotiation skills. Participants range from entry level to around 3 years of experience, as well as more seasoned personnel new to negotiation or returning after a long break.

**8
HOURS**

In-person
Expert Tutor

Two Day Workshop Details

Day One Agenda

1 Money Game: the importance of understanding objectives

2 Understanding Outcomes: The role of contracts in uncertain environments

3 Collaborative Negotiation: Principles, components, and hands-on application.

4 Why Negotiate: Build trust, create value and understand priorities

5 Negotiation challenge: overcoming a problem

Day Two Agenda

1 Building Frameworks: Problem-solving and collaborative relationship principles

2 Communication Dynamics: Influence, active listening, and media impact

3 Case Study: Negotiating real-world scenarios

4 Lessons from the Negotiation Room: Extracts and facilitated discussions

5 Workshop Conclusion: Summarizing learnings and next steps

Learning Outcomes

- Maintain composure and drive results in uncertain conditions using resilient negotiation strategies.
- Foster collaborative partnerships through contracts that balance governance, relationships, and objectives.
- Communicate persuasively across media to align priorities and influence diverse stakeholders.
- Apply negotiation techniques across the contract lifecycle, embracing opportunities.

Target Audience

The workshop has wide applicability, but is best suited to those engaging in complex sales or procurement negotiations. Ideal for those with 4+ years experience including some negotiation exposure. It assists in developing commercial awareness and skills for a variety of business functions.

**16
HOURS**

In-person
Expert Tutor

Price

One Day

Min cohort: 12
Max cohort: 24
8 hours, in-person

\$6,500
per cohort

Two Day

Min cohort: 12
Max cohort: 24
16 hours, in-person

\$15,000
per cohort

Additional charges

Travel costs for in person tutor: POA
Tailored case studies: \$500

Find out more and enroll



About WorldCC

World Commerce & Contracting is a not-for-profit association dedicated to helping its global members achieve high performing and trusted trading relationships.

With 75,000 members from over 20,000 companies across 180 countries worldwide, the association welcomes everyone with an interest in better contracting: business leaders, practitioners, experts and newcomers.

It is independent, provocative and disciplined, existing for its members, the contracting community and society at large.

