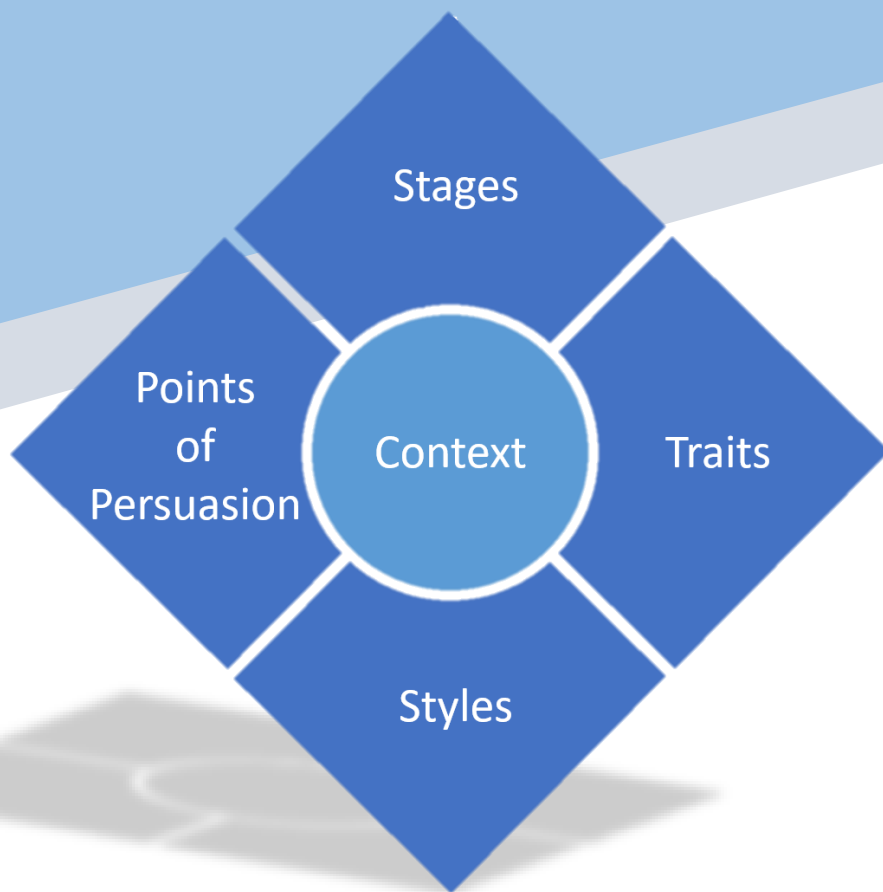


# Leading Negotiation

A Practitioner's Guide to  
the Foundations of Negotiation



## Prospectus



Performance Management Systems



The Performance Learning Company



We all see the world differently.

We all have different perceptions of what is valuable and what is fair.

So, imagine how much time we expend attempting to find agreement with others.

Being able to negotiate effectively can help us agree shared goals, achieve objectives, develop positive relationships and significantly enhance our productivity.

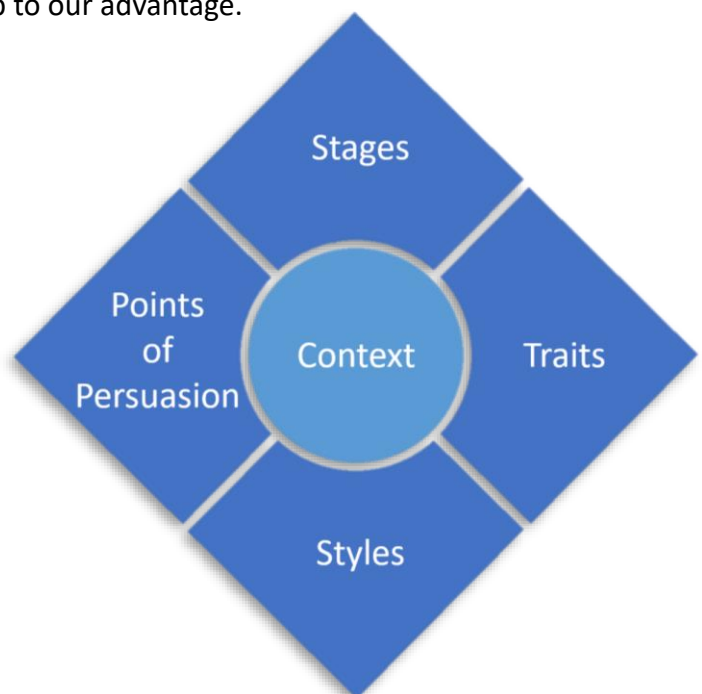
The key to successful negotiation is being clear on the outcome we want to achieve, having a plan to achieve it, and the flexibility in mindset, skillset and toolset to explore possibilities that create a sustainable win for all.

Alas, because we are all different, we invariably approach negotiation differently which means every negotiation is different. However, by creating a negotiation framework we can map these differences and learn to navigate that map to our advantage.

The Performance Negotiation Framework© provides such a map which offers a route for dissolving confusion, eliminating constraints and releasing conflicts. The resulting landscape is then much more fertile for nurturing opportunities which would have previously been considered impossible.

The Performance Negotiation Framework© comprises 5 key elements:

- Context
- Stages
- Traits
- Styles
- Points of Persuasion.



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The Performance Negotiation Framework© helps you to reflect on past negotiations as well as plan, track and review all future negotiations. In this way, it supports insightful reflection and deliberate practice, both of which support the development of enhanced capabilities.

This course is an online practice-based programme. It will help you build competence and confidence in a productive negotiation framework that enables you to optimise both your negotiation experiences and outcomes.

Even though some people's approach to, and behaviour within, business negotiations may seem irrational and wholly selfish, this Leading Negotiation course addresses business negotiation between parties whose intent is to reach a collective agreement.

Although we may not recognise it, our lives are a continuous stream of negotiation. However, for most people, our biggest challenge is to consciously interrupt our internal 'follow the easiest route' default mode that leads us to accept at best compromise, and at worst compliance or conflict.

Winning is a habit and consciously following a productive negotiation framework creates a great winning foundation that can help optimise both the experiences and outcomes of our negotiations.

The great news is that because negotiation is so pervasive in our lives, it offers a multitude of rich practice opportunities to help us habituate negotiation brilliance.

While this course uses a variety of media to help learners process information more efficiently, its key focus is on practice.

Hence, it comprises 3 core building blocks:

- The underpinning insights are contained in the 'Course Book' (the main sections in the online course)
- The 'experiential learning' is served through the 'Practice Book'
- A 'Habit Former' supports the development of future negotiations through 'everyday' practice.

## COURSE CONTENTS

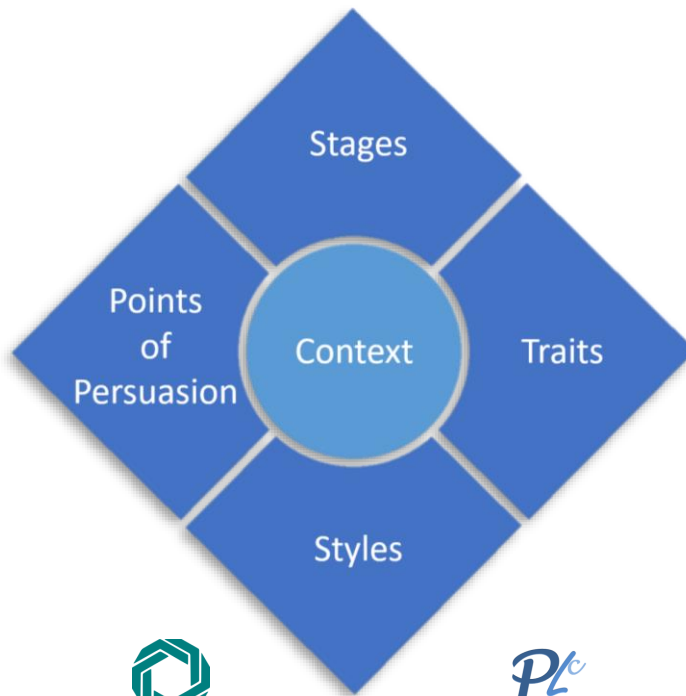
- Introduction
- What is Negotiation?
- Benefits of Negotiation
- What Hinders and Helps Negotiation?
- Negotiation Framework
- Negotiating as a Business
- Making Negotiation a Habit

Boost your Negotiation experiences and outcomes now at

<https://pmsystems.thinkific.com/courses/leading-negotiation>



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