

Post-Class Reinforcement Materials

Each of the Leadership and Professional Development courses include a suite of post-class reinforcement materials that are unique to each title. Content such as e-books, quick videos, personal and team assessments, tools and templates, and other materials, have been selected to ensure that you continue your journey to ongoing success beyond the classroom. All e-assets, such as books and videos, come with 1-year access.

Strategic Negotiation Skills | 2 Days

Reinforcement Videos

- Habit 4: Think Win/Win featuring Stephen Covey
- The Role of Power and Influence in Organizations featuring Linda Hill
- The Importance of a Human Connection in Negotiations featuring Larry Dressler
- Negotiating Strategies and Tactics featuring Brian Tracy
- An Alternative to Persuasion featuring Daniel Pink
- The Most Powerful Form of Negotiation is Reciprocity featuring Stewart Levine
- Negotiating: Both Sides Need to Feel Pain and Pleasure featuring Ron Meyer
- How To Be Persuasive featuring Jay Conger
- The Myth of the Tough Negotiator featuring Bruce Campbell
- Conflict Resolution and Negotiation featuring Stewart Levine
- Negotiate to Win featuring Les Green
- Overcoming Fear: Techniques to Drive Performance featuring Vince Poscente
- Why Simple is Better featuring Vikas Kapoor
- Communication is a Two-Way Process featuring Michael Shanahan

Book Summaries

- *Mastering Business Negotiation: A Working Guide To Making Deals And Resolving Conflict* by Roy J. Lewicki and Alexander Hiam
- *Just Listen: Discover the Secret to Getting Through to Absolutely Anyone* by Mark Goulston

Blueprints

- Doing Deals: The 12 Traits of Successful Negotiators by Brandon Baum, Michael Frankel, Joseph A. Hoffman and Roger Strode

Leader-Led Activities

- Negotiation Benefits Discussion Guide
- Negotiation Techniques Discussion Guide
- Negotiation Errors Facilitation Guide
- Negotiation Styles Facilitation Guide
- Preparing to Negotiate Facilitation Guide
- Preparing to Bargain Application Guide

Self-Assessment

- Negotiation Errors
- Making Proposals
- Negotiation Style

Business Impact

- Business Impact: Effective Body Language in Negotiations

Challenge

- Challenge: Vendor Negotiations: Choosing the Best Approach

Tools

- Negotiation Tracker
- Negotiation Preparation
- Getting Started
- Negotiation Techniques
- Avoiding Traps
- Persuade or Compromise

Test

- Leadership Advantage Test Yourself: Negotiating

Core Message

- Leadership Advantage: Negotiating 2.0

Case Study

- Negotiation Opportunities
- Preparing to Negotiate
- Making a Proposal
- Using Negotiation Techniques
- Compromising

Key Concept

- Key Concept: Why Negotiate?
- Key Concept: Types of Negotiation
- Key Concept: Negotiation Challenges
- Key Concept: The Three Phases of Negotiation
- Key Concept: Negotiation Preparation
- Key Concept: Know Your BATNA and Walk Away Point
- Key Concept: Getting Started at the Bargaining Table
- Key Concept: Negotiation Proposals
- Key Concept: Getting to Agreement – Responding to the Other Party in a Negotiation
- Key Concept: Negotiation Techniques
- Key Concept: How to Avoid Negotiation Traps
- Key Concept: Styles of Negotiation
- Key Concept: Being a Persuasive Negotiator
- Key Concept: When You Must Compromise

e-Books

- A Winner's Guide to Negotiating: How Conversation Gets Deals Done
- Negotiate to Win: The 21 Rules for Successful Negotiation
- Negotiating Success: Tips and Tools for Building Rapport and Dissolving Conflict While Still Getting What You Want

Videos/Courses

- Don't Negotiate Without A Plan "B"
- Learning to Negotiate
- Asking Your Customers For Advice
- Search For The Underlying Interests Behind Negotiating Positions

