

# Course Description

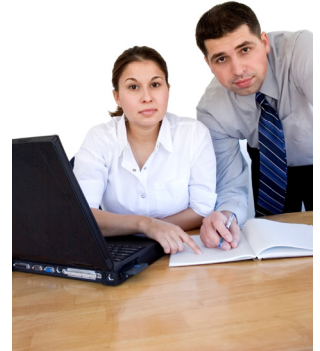
## Negotiation on a Daily Basis AMS281

### Overview

Truth to tell...most of us will never be called upon to negotiate peace in the Middle East; but we do negotiate on a daily basis for the resources we need to manage and grow out individual projects and business units. This program teaches the basics of real-world, every day negotiation in today's fast-paced environments.

### Learning Objectives

- Create win-win scenarios
- Define the issue, don't argue about it
- Resolution based thinking
- Define the goals from a collaborative perspective
- Create proactive measures to avoid conflict based negotiations



### Format

This course is highly interactive and adaptive to participants' interests and needs. A discussion approach is used and is accompanied by individual and team exercises. The coverage is practical but intense and designed to impart usable skills for each participant.

### Duration

One Day

### Delivery Options

### Who Should Attend

Supervisors, managers and other staff.