

LEADERSHIP & MANAGEMENT

QNET presents:

Negotiation Essentials: Strategies for Success

Two day workshop – Wednesday & Thursday, November 22 & 23 – 8:15 a.m. to 4:15 p.m. both days

Location: QNET – Suite 660, 175 Hargrave Street, Winnipeg

Negotiation has traditionally been viewed as a combative process using a win-lose approach. Most people think it is only for big ticket items: mergers, real estate or car purchases. But you negotiate every day. At work, your ability to negotiate with co-workers, leaders, team members, clients, vendors and stakeholders is crucial, whether you are negotiating deadlines or allocating resources. In this era of disruption, being an effective negotiator and influencer will help you work cooperatively, moving away from conflict toward win-win outcomes.

Case studies, discussion, exercises and videos will support your development in this engaging session. Discover your style using a **Negotiation Style Profile**. Come explore essential strategies and tips to top up your negotiation toolbox, build confidence, assert credibility in asking for what you want and expand partnerships inside and outside your organization to achieve success personally and professionally.

Learning Objectives:

- Learn the secrets of preparation using a preparation form and understand your leverage by preparing on issues, interests, positions, options and BATNA.
- Use a model and a 3-stage process for win-win negotiation to become more strategic in your personal and professional negotiations and guide a process to successful outcomes.
- Consider three key communication skills for successful negotiation and tips for breaking deadlocks and handling difficult circumstances.
- Work through a case study, in a team, to prepare for and conduct a group negotiation to enhance your skills, confidence and efficacy.

Facilitator: Pat Hirst, B. Comm, CAE, CCR, began her career in sales and marketing in the transportation sector. She then became a workplace mediator. She has taught negotiation with the University of Winnipeg and many organizations throughout Canada. She is a conference speaker and author and has been featured on CJOB and CBC.

Fee: (includes \$30 for required Negotiation Style Profile, course manual and a light lunch)

- \$699.00 + GST for Members of QNET, Manitoba Aerospace, APICS, IPL Manitoba Chapter
- \$799.00 + GST for Non-Members

This workshop:

- Is a CMD optional course valued at 14 hours in the QNET Certificate in Management Development (CMD).
- Is eligible for credit in the CAM:OE (Certificate in Applied Management: Organizational Effectiveness) in partnership with the University of Manitoba, Continuing Education.
- Is presented by QNET in partnership with Manitoba Aerospace, APICS Winnipeg Chapter, The Institute for Performance and Learning – Manitoba Chapter, and Manitoba Education and Training.

REGISTER ONLINE at www.qnet.ca



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