



Negotiation Scaventure

Building Profitable and Fulfilling Relationships

Agenda

- Negotiation Strategies
- Rules of Engagement
- Adventure
- Reporting
- Judging



Negotiation Strategies

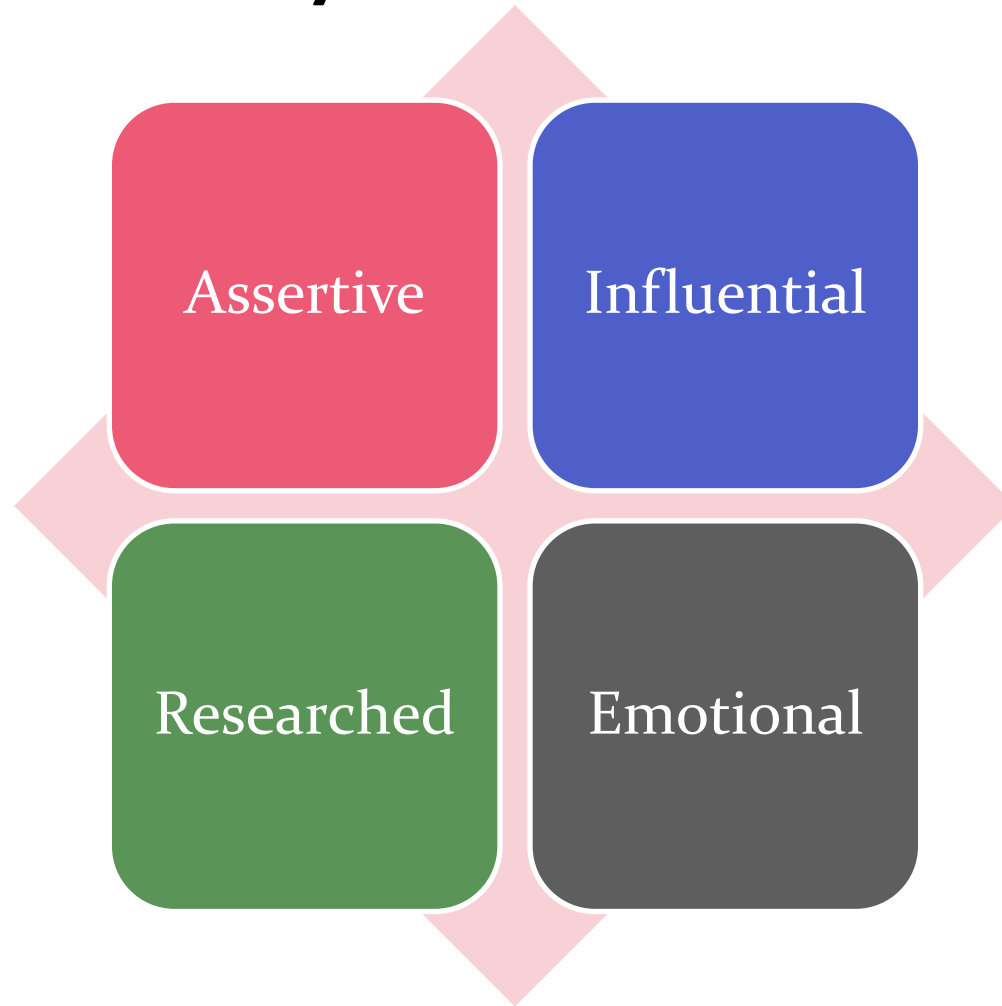
Preparing for Negotiations

- Set a goal/intention for the negotiation
- Consider the needs/goals of the other party
- Reflect on the history of the relationship
- Consider the power in the relationship
- Identify possible win-win solutions
- Establish a back-up plan if the negotiations don't pan out

The Gender Effect



Negotiation Styles



Have a theme

- Repeat a phrase or a need repeatedly
- “I am focused on serving our residents”
- “I need to cut 30% from the budget”
- Be firm and stick to your position

Silent

- Express interest in negotiations
- Let them offer first
- Allow for periods of silence and they may offer more first

“The most powerful person in the room is the one who is silent” - Gandhi

Aim High

- Ask for more than what you want
- Allow space for the other party to counter

Compromise

- Each party meets half way
- *“Can we compromise?”*
- *“Would you be willing to meet me halfway?”*

Focus on their need

- Do your homework on their biggest needs
- Describe and emphasize how your offering will serve their needs
- *“I know your time is very important to you, so I would like to offer...”*

Give More Than You Receive

- Give more so that they will return again or be willing to do business again with you in the future

Explore Alternative Options

- Brainstorm additional options that neither party has presented to come up with an offer that may make everyone happier
- *“I like what you offered, but I wonder if we could come up with another solution that would make both of us happier...”*

Appeal to Their Empathy

- Pull on their heart strings and attempt to establish empathy for your needs
- *“It would mean a lot to me if you could agree to this because...”*
- *“You would really be helping me out because...”*
- *“You would be helping _____ by agreeing to this.”*

Focus on the Research

- Present the facts, research, statistics, and numbers to demonstrate the value of the offer
- *“Recent research shows ...”*
- *“When compared to other products/services in the market ...”*
- *“The return you would get on this could be...”*



Rules of Engagement

YOUR MISSION

Negotiate, trade, and sell your initial item for the highest value item possible as a team



Team Roles



Photographer



Scorekeeper



Navigator



Time Keeper



Health & Safety



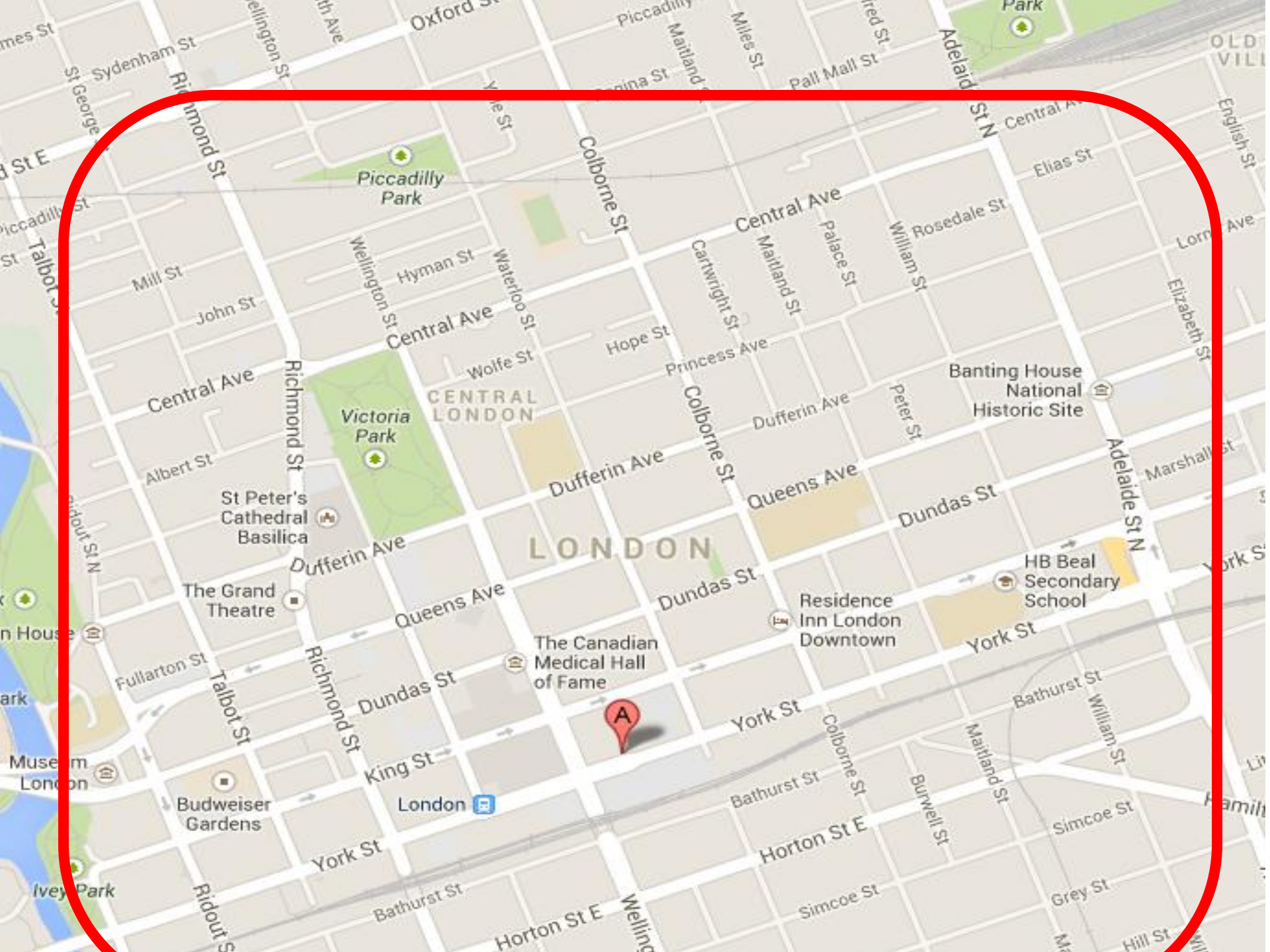
Spokesperson

Rules

- You must begin by trading the item in your kit
- You must have a minimum of 7 negotiations
- Each team member must be the lead negotiator on at least one negotiation
- You must snap a picture of each negotiation to prove that you completed the negotiation.
- You must bring your final item back to the classroom. No pictures will be accepted.

Rules

- You must abide by all laws and ethical standards.
- You must not endanger anyone's health, safety, or wellness during the completion of this exercise.
- You must stay within the designated zones provided to you on your map. No driving is permitted.



Timing

- 14:00 - 90 minutes to complete negotiations
- 15:30 - Return & Prepare Presentations
- 15:45 - Presentations & Judging
- 16:15 - Debrief

****If you need more time to prepare your presentation, please come back early!!****



Ready, Set, Go!!

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- Muskoka training & retreat centre
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