



## STRATEGIC NEGOTIATING SKILLS

The Scotwork Strategic Negotiating course poses many questions for those who have to think beyond the individual transaction to consider the wider scene.



### Complexity

The course tutors provide analytical tools to help guide the participants through more complex strategic negotiations.

We study behaviour to allow us to select appropriate negotiating strategies and we prepare the participants for their next major negotiation.

The Advancing Negotiation course is about what happens at the meeting; the Strategic Negotiating course is about what happens outside the meeting.

### Passing it on

As well as ongoing skills development from our experienced coaching team, participants will gain valuable knowledge on how to help coach others within their business to get better results from their negotiations.

### Who Should Attend?

This thought-provoking workshop is for those who have to negotiate within strategic guidelines; for those who have to manage negotiating teams; and for those whose negotiations impact on others at a strategic level.

Participants who have mastered the skills on the Advancing Negotiation course can move directly to the Strategic Negotiating course (Part 3) without attending ANS Part 2.

The Strategic Negotiating course provides an in-depth look at the strategic implications of the negotiation process as it fits within the broader business and commercial objectives of the business. It is ideal for senior managers/directors who participate in business critical high-level negotiations and who often lead and manage teams of negotiators.

### Insights – Strategy – Concepts

**This 3 day course allows participants to:**

- Fit negotiations into a broad strategic business picture
- Engage the other party on a level 'beyond the transaction'; building more strategic commercial relationships
- Understand buyer and seller behaviour in the negotiation framework
- Identify and deal with negotiation tactics
- Have an advanced planning tool to aid negotiation preparation
- Use the PODEL diagnostic tool to validate decision-making in the creation of effective strategies
- Negotiate more successfully where long-term relationships are important
- Improve negotiation confidence



## A Typical Scotwork Timetable

Like the Advancing course that participants have already completed, the timetable is intensive, challenging, practical and an enjoyable two and a half days.

	Day 1	Day 2	Day 3
MORNING SESSION	LECTURE 1	LECTURE 3	LECTURE 5
	PRACTICAL	PRACTICAL	PRACTICAL
AFTERNOON SESSION	LECTURE 2	LECTURE 4	SUMMARY
	PRACTICAL	PRACTICAL	
EVENING	DINNER	DINNER	

## New Strategic Insights

The new Case Play exercises are designed to examine the strategic challenges arising from negotiations.

The course poses many questions which participants need to think about when preparing for strategic negotiations.

It provides them with simple-to-use advanced planning tools.

It invites discussion around the strategic objectives and guiding principles that govern the participants' negotiations.

It introduces the PODEL diagnostic tool which allows a structured analysis of the negotiation, even when the manager was not present at the meeting.

We explore new ways to analyse and deploy Wish and Concession Lists in negotiations.

There is in-depth analysis of buyer and seller behaviour to inform the tactical and strategic choices.

There is individual coaching and consulting on participants' live business negotiating challenges.

Finally participants will begin the preparation process for their next major negotiation with guidance from the course tutors.

## Open (Public) Courses

Open Courses take place in various locations throughout Southeast Asia. There are 12 places on each course, with participants from a wide range of industries, job functions and seniority levels to reflect real world negotiations.

To gain the maximum benefit from the course we recommend that up to three members of the management team attend the same course together.

Visit [www.scotwork.in](http://www.scotwork.in) for upcoming dates.

## One-Company Courses

The programme is delivered by two Scotwork consultants for up to 12 participants. Contact us to discuss your organisation's needs and see if this is the right option for your team.

Please contact us to find out more

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**Scotwork** (n) negotiation