



Negotiating the Million Dollar Deal

Catherine Mattiske

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Wherever parties with different interests and perceptions depend on each other for results, negotiation matters. Most executives know the basics of negotiation, however high stakes and the pressure of negotiating can result in poor outcomes and costly mistakes. Even experienced negotiators have been known to leave money on the table, remain deadlocked and damage relationships. The very best negotiators are changing the rules of the negotiation game. To advance their full set of interests, they understand and shape the other's choice, such that the other chooses what they want. This is the true art of master negotiating and is a critical skill particularly when the stakes are high. This Learning Short-take combines self-study with workplace activities to develop skills in high level negotiating. Participants will add master negotiating techniques to their 'grab bag' of traditional negotiation tools for improved negotiation outcomes. Participants will evaluate their current approach to negotiation, and develop new and innovative strategies to get everything they want while maintaining long term and effective business relationships. This Learning Short-take is designed for completion in approximately 90 minutes.

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