

*Webinar on*

# **Negotiation Basics For Managers**

# Learning Objectives

- Participants will learn how to plan for important negotiations*
- Developing the ability to assess conflict styles and its impact on negotiating*
- Participants will learn the basics of distributive and integrative bargaining*
- Knowing the difference between interests and positions*
- Learning how to frame and reframe during a negotiation, Dealing with the negotiation impasse*
- Handling negotiation “dirty tricks”. Learn when to walk away from a negotiation*



During the webinar participants will learn how to plan for important negotiations. Managers will learn how to identify their conflict styles and those of others. Negotiation is a part of everyday life.

**PRESENTED BY:**

*Bob Churilla is a partner in a conflict management and organizational development firm, Conflict Resolution Professionals Group (CRPG). In addition, Bob is a Visiting Professor at a private University. Bob has worked with the United States Postal Service, Veterans Administration, Transportation Security Administration, and the Equal Employment Opportunity Commission as a mediator and consultant.*

On-Demand Webinar

Duration : 90 Minutes

Price: \$200

# Webinar Description

In order to get things done the modern day manager must know how to negotiate well. During the webinar participants will learn how to plan for important negotiations. Managers will learn how to identify their conflict styles and those of others. The two main forms of negotiation will be explored: distributive and integrative negotiation. Interests and positions in negotiation will be examined. A number of areas will be explored that will help the manager become a better negotiator. These include learning to frame and reframe, dealing with an impasse, handling dirty tricks and knowing when to walk away from a negotiation.

Negotiation is a part of everyday life. This is especially true in the workplace where the days of the authoritarian manager are slowly coming to an end. More and more managers have to get buy-in from their subordinates and teams. Many teams are becoming self-managed and this requires the ability to meet the interests of those we work with. Negotiation is a core competency of the modern manager in getting things done and handling conflict.



# Who Should Attend ?

*Managers, Sales Managers, Marketing Executives, Project Managers, Team Leaders, Supervisors, Labor Relations Managers, Human Resource Managers.*



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