

# NEGOTIATION AND COLLABORATION AT WORK



This one-day session focuses on the essential nature of negotiation and collaboration in organisations. You will cover the following key concepts in both theory and practice and end the day with an individual action-plan:

- The hallmarks of successful negotiators and negotiating relationships.
- Finding the fit between negotiation situations, strategies, and styles including personal insights related to preferred styles and tendencies in conflict situations—and the implications of those styles in terms of substantive results and collaborative working relationships at work.
- Diagnosing bargaining situations at work: An experiential exercise designed to help participants understand how to approach different situations in which their needs differ from those of important others.
- Competitive bargaining versus principled negotiation: A display of a concepts and frameworks for effective action in settings that differ according to desired goals.
- Effective planning for collaboration amidst differences.
- Balancing substantive and relationship concerns in collaboration at work.
- Self awareness in the context of building effective collaborations
- Negotiations within organisations using a practical exercise that enables participants to learn to navigate competing interests inherent in negotiating with and against other organisation members.

## Faculty

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## Where

CENTRAL LONDON  
50-52 Chancery Lane  
London WC2A 1HL

## When

25th June 2020

## Cost

Standard Price: £595  
Early Bird: £495 **until end January 2020**

Prices exclude VAT and are subject to our booking terms and conditions available on our website.

Discounts are available for 2 or more attendees from the same company and for booking 2 or more courses.