

Negotiating to Yes



We often think of negotiation as taking place only with people outside of our own organisations—customers, suppliers, or others with whom it's important to reach mutually satisfactory agreements. Although managers do negotiate in these situations, they must also gain agreements with their employees, peers, and leaders at every level within their own companies. Strong negotiation skills ensure managers have the ability to handle difficult issues and situations in a way that creates mutually satisfying agreements.

Negotiating to Yes (NTY) helps managers become better negotiators. It is based on the concept of Principled Negotiation, a method that offers managers an efficient process for reaching optimal business agreements that are satisfying to both parties and actually strengthen professional relationships.

Pareto's Optimal Curve



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Program Outcomes

NTY gives managers a proven approach for turning face-to-face confrontation into side-by-side problem solving. Implemented as a flexible and integrated human performance improvement solution, it enables the establishment of win-win business agreements that lead to mutually satisfying outcomes. It also teaches skills for effective coaching and performance management and provides a variety of tools that can improve relationships between negotiating parties.

Learning Approach

Wilson Learning believes that learning must be transferred to day-to-day work practices. To achieve this, NTY includes components and activities that enhance Participant Readiness, Learning Transfer, and Organisational Alignment.

Participant Readiness prepares participants and managers for the overall learning experience:

- Pre-workshop communication

Learning Transfer design embeds practice and use of new skills. The learning can be flexibly delivered as a:

- Two-day face-to-face, application-oriented workshop

All can be delivered in modular format over non-consecutive days to allow application between sessions. The face-to-face workshop can be taught by a Wilson Learning facilitator or by an organisation's own leader-trained in-house professional.

Organisational Alignment ensures the organisation supports the use of the new skills:

- Post-learning reinforcement activities available for both the manager and participant

As a result, participants will continue to apply the skills and tools learned long after the learning event is completed.

Wilson Learning Worldwide: Australia - Open Workshop Registration Form

Your Details

Name	_____	Date	_____
Organisation	_____	Role	_____
Address	_____		

Email	_____		
Phone number	_____		

Group Bookings

Delegate 2	_____	Role	_____
Email	_____		
Phone number	_____	Mobile	_____
Delegate 3	_____	Role	_____
Email	_____		
Phone number	_____	Mobile	_____

Payment Details

Payment Method	<input type="checkbox"/> Please invoice me (payment is due before the workshop, unless by prior arrangement) <input type="checkbox"/> Please charge my credit card (2.5% surcharge) – see terms and conditions below		
Amount	\$ _____	Card Expiry	_____
Card Number	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	(Amex not accepted)	
Name on card	_____	Signature	_____

A tax invoice and workshop confirmation will be emailed to you once payment is processed

Workshop Venue: Sydney CBD

Choose your Workshop

Workshop	Individual \$1,525PP	Total Registered	Terms & Conditions	
Negotiating to Yes (NTY)				
<input type="checkbox"/> 18-19 April 2018	\$1,525PP		<ul style="list-style-type: none"> All rates are exclusive of GST Group rate applies for a minimum of 3 participants Payments made by credit card will incur a 2.5% surcharge Workshop places must be paid for in full prior to session attendance WLW requires 10 working days written notice for any cancellations/ transfers & a 20% fee will be applied/ deducted from the refund For cancellations/ transfers less than 10 working days prior to the workshop there will be no refunds and any outstanding monies will be considered owing. A substitute may be sent in place of the registered participant. A service fee of \$100 may be charged and in the case of re-profiling an additional cost of \$150 will be incurred WLW reserves the right to cancel the workshop should there be insufficient numbers of participants to make the workshop viable. WLW will endeavour to provide adequate notice to participants in the case of cancellation By submitting this registration form, you accept all the above terms and conditions. Wilson Learning Worldwide A.B.N. 22 001 509 682 	
Counsellor Salesperson (CSP) *				
<input type="checkbox"/> 11-12 September 2018	\$1,525PP			
Building Relationship Versatility (BRV)				
<input type="checkbox"/> 13-14 November 2018	\$1,525PP			
Persuasion Through Presentation (PTP)				
<input type="checkbox"/> Date available on request	\$1,525PP			

To make a booking

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