



# BIG DASHAN

Coach · Trainer · Speaker

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## **Negotiation Mastery**

*Do you understand the basic concepts of negotiating but feel you can improve? Are you about to embark on difficult negotiations and need to find an extra edge? Or maybe you dislike negotiating because you feel you might leave “something on the table”?*

**Attend our intensive two-day negotiating course and you will learn how to:**

- Understand your negotiation style
- Feel more confident when negotiating
- Understand the concepts of negotiations
- Present and successfully navigate difficult issues with key stakeholders
- Understand and leverage different power centres
- Effectively influence the situation
- Understand and recognize resistance
- Overcome a deadlock
- Deal with strong emotions such as anger
- Leverage the different negotiating styles from around the world
- Use advanced negotiation techniques
- Master the art of negotiations

### **Two-Day Course Outline:**

The art of good negotiation allows you to find the best solution for your objectives, comfort zone and limitations. Negotiating is a part of our daily lives—at home, at work and everywhere else in between. You use negotiation tactics whether you are dealing with your kids, buying a new car or asking for a raise. You negotiate all the time... so why not learn how to do it well! Big Dashan's intensive two-day **“Negotiation Mastery”** course, will give you the advanced tools and techniques you need to reap the benefits of masterful negotiations. The two-day course covers the following topics:

#### **1. Negotiating Demystified**

Understanding why people don't like to negotiate helps to improve these skills. You will examine the negotiation styles used by various cultures and how to best deal with them.

#### **2. Negotiating Styles**

You'll analyze *cooperative* and *competitive* negotiations styles and discuss their pros and cons. You'll also look at situations that require using one style versus the other.

#### **3. Negotiation Concepts**

There are many concepts in negotiation: time pressure, concessions, risk... You will explore

10 of the most popular concepts that can increase your overall impact

#### **4. Centres of Power**

Who is the decision maker? Expert? Influencer? If you negotiate from a position of power, or understand which power centres hold the greatest influence, your chance of meeting your objectives is greatly increased.

#### **5. Factors that Influence Your Success**

Sometimes it's not just what you say, but how you say it. Factors such as posture, tone, and clothing all influence the negotiation process. Key guidelines are discussed and practiced.

**6. Overcoming Resistance**

Resistance typically represents a fear of change. You'll learn techniques to help recognize resistance and practice the skills needed to best handle and overcome that resistance or fear.

**7. Advanced Negotiation Techniques**

Time tactics, telephone techniques, salary negotiations, the Boogey, the Nibble, the Krunch... these are just some of the many different advanced techniques you will explore and practice.

**8. Overcoming a Deadlock**

Statistics show that the more aggressive negotiations tend to be, the greater the chance for a deadlock... and better results. You'll learn a variety of tips and tricks on how to professionally overcome this situation and navigate to a win-win resolution.

**9. Dealing with Anger**

Negotiations can be very emotional, and sometimes anger can result. You'll learn how to effectively deal with this powerful emotion so that you can continue to make progress with your negotiations.

**10. Negotiation Styles around the World**

When negotiating with other cultures, you need to understand their perspective to efficiently reach international agreements. Participants will explore and practice these different global styles.

**For more information or to book a session:**

- Call 613-841-1229
- Visit [www.bigdashan.com](http://www.bigdashan.com)
- Email [denis@bigdashan.com](mailto:denis@bigdashan.com)

**Looking for one-day negotiating course?**

Our one-day **“Negotiating with Confidence”** course provides the basic negotiation skills you need to achieve results. For more information, call us or visit our website.

**Get the latest insight**

Want to stay on top of the latest negotiating and other high performance business skills and breaking news? Visit our website to sign up for the monthly Big Dashan newsletter. Check out our archived newsletters for even more information.



*Denis Lévesque is owner of Big Dashan, a high-performance coaching, training and speaking firm. He helps senior business executives, entrepreneurs and managers who feel stuck, bored or overwhelmed, build the clarity, confidence and passion they need to boost their performance to an even higher level. Before creating Big Dashan, Mr. Lévesque held numerous senior roles in government-run organizations, large corporations and smaller entrepreneurial businesses. Fluent in both English and French, Mr. Lévesque brings his deep understanding of these unique work environments to help rising talent improve their performance and their organizations' effectiveness and profitability.*

*For more information or to book our services, call 613-841-1229 or visit [www.bigdashan.com](http://www.bigdashan.com).*