



BIG DASHAN

Coach · Trainer · Speaker

www.bigdasha.com
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Negotiating with Confidence

Dislike negotiating? Think you lack focus or the know-how to get a fair deal? Have you ever encountered someone so good at negotiating that it undermined your confidence? If yes, then Big Dashan can help!

Attend our one 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
- Negotiate more effectively and successfully

One 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 one day "***Negotiating with Confidence***" course, will give you the tools and techniques you need to reap the benefits of good and confident negotiating:

1. Negotiating Demystified

Exploring and understanding the reasons why people generally don't like to negotiate is the first step to improving these skills. You will examine the different styles of negotiation used by various cultures and how to best deal with these styles.

2. Negotiating Styles

Two basic styles of negotiations are explored: the cooperative approach and the competitive approach. Each style is analyzed and their pros and cons are explained. You'll also look at situations that require using one style versus the other.

3. Negotiation Concepts

There are many concepts in negotiation: is there time pressure? Concessions? Risk? You will explore 10 of the most popular concepts you need to keep in mind and prepare for in order to increase your impact.

4. Centres of Power

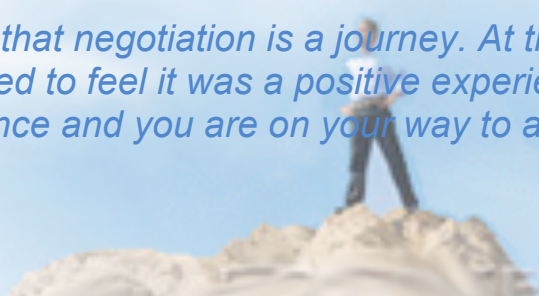
Next, we'll present and analyze the different theories of power. Who is the decision maker? Expert? Influencer? If you negotiate from a position of power, or understand which power centres hold the greatest influence, your chance of meeting your objectives is greatly increased.

5. Factors that Influence Your Success

Sometimes it not just what you say, but how you say it. Posture, tone, clothing and a number of other factors influence the dynamics of any negotiation process. Key guidelines are discussed and practiced.

6. Understanding and 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.



We believe that negotiation is a journey. At the end of these “travels,” you need to feel it was a positive experience. Negotiate with Confidence and you are on your way to a successful outcome.

For more information or to book a session:

- Call 613-841-1229
- Visit www.bigdashan.com
- Email denis@bigdashan.com

Looking for a more advanced negotiating experience?

Our two-day **“Negotiating Mastery”** course goes into greater detail on the art of negotiating. It includes sections on how to overcome a deadlock, how to deal with anger, international negotiating styles and other advanced negotiating techniques. 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.