

Getting Results from Negotiations Using the Integrative Approach

During this three-part skills-based webinar, participants will explore the theory and practise the skills they need to conduct interest-based negotiations that will preserve and enhance relationships while resolving some of the most difficult contracting challenges.

With the assistance of a short pre-work assignment for each session, participants will work together on a particular topic and explore ways to get better value from negotiations. They will also come to understand the range of approaches to negotiation so they can determine which approach is most appropriate for any given circumstance and will be better equipped to handle those who may not subscribe to the integrative approach model.

Participants will examine their own natural conflict style and come to understand the importance of being able to adapt their style to the dispute and personalities involved. In doing so, they will be better able help their organization – and their supplier relationships – improve and move forward.

Following this course, participants will know how to conduct a routine procurement negotiation using the interest-based approach and will be fully prepared to create a comprehensive plan for their next significant negotiation.

Part One: Laying the Foundation – Learning Objectives

- Define integrative negotiations and realize the benefits of this approach
- Explore the role of emotions and techniques to deal effectively with it
- Discover your own natural style for handling conflict
- Review the benefits and drawbacks of the different styles

Part Two: Preparing for Success – Learning Objectives

- Identify where negotiations fall along the dispute resolution continuum
- Explore when the integrative negotiation approach is appropriate and when it is not
- Practice separating positions from underlying interests
- Prepare Negotiation Checklist based on a real-life example

Part Three: Conducting Negotiations – Learning Objectives

- Review the four steps in conducting integrative negotiations
- Practice these steps using common procurement and contract management scenarios
- Explore the five top tips for effective negotiations
- Develop communication techniques to create and sustain discussions and understanding



WEBINARS FOR TEAMS

Attend these fast-paced, 90-minute interactive sessions delivered right to your computer without leaving your office!

Join us as The Procurement School experts take a deep dive into a narrow topic.

Each webinar includes relevant content, as well as time for Q and A and lively discussion to encourage maximum interaction and participation.

Contact Us:

Learn more about what The Procurement School could do for your organization and how we can tailor a session to your specific organizational needs, please contact us:

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