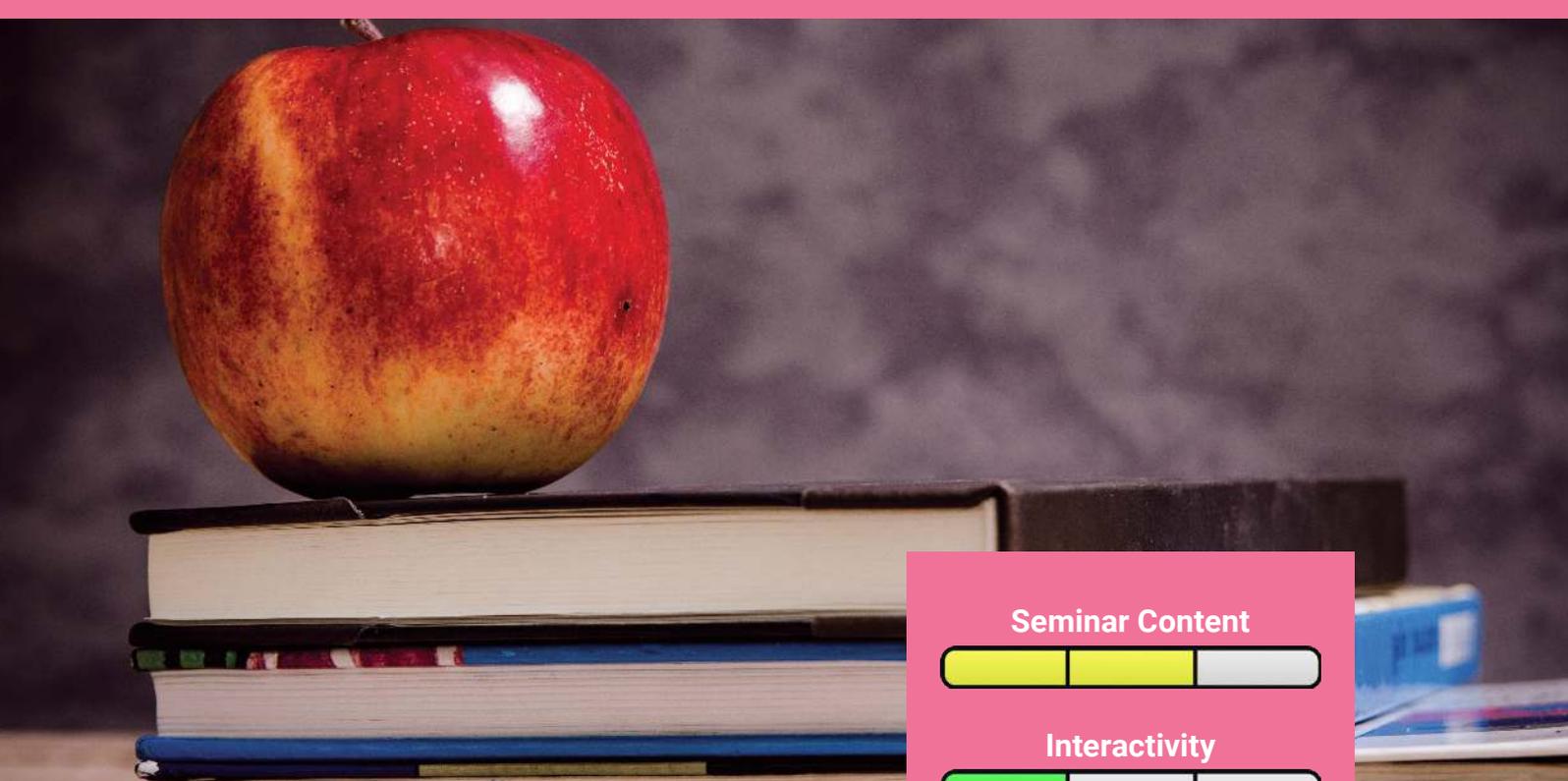


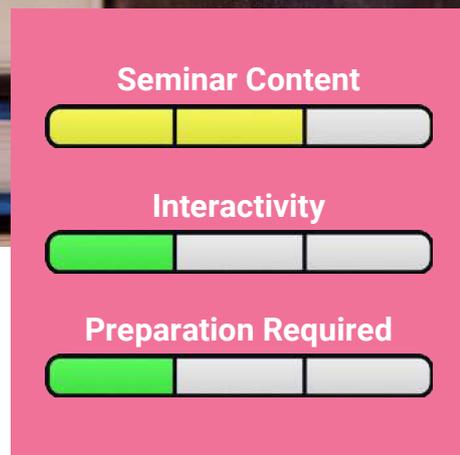
Fundamentals

Single Workshop Program

ENVOY
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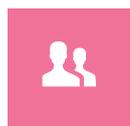


Fundamentals is our introductory workshop for senior schools, and develops strong self-analysis and preparation skills for negotiation. This workshop can later be upgraded into the full Blueprint program.



Holistic Seminar

Our 45-minute seminar section gives students a brief overview of the entire negotiation process and key concepts, then focuses particularly on useful planning strategies to get ahead.



Practical Component

This class also contains a 10-minute practical exercises, which asks students to directly apply the skills they have just learned – improving comprehension and likelihood of real world use.



Supplementary Materials

Students will receive 2 separate supplementary worksheets, to help reinforce the learning and encourage students to apply the workshop content next time they enter a negotiation.

Program Focuses

This workshop is an introductory level course designed for senior school students, with the following focus areas:

- 1. Understanding of the Negotiation Process**
The workshop gives students a conceptual model of negotiation, helping them understand “what comes next” and plan accordingly.
- 2. Preparing for Negotiation**
Fundamentals shows students how to thoroughly plan for negotiations, improving confidence and decision-making ability during discussions.
- 3. Self-Analysis and Emotional Insight**
This program teaches participants how to figure out what each party in the discussion *really* wants (and why!), building better solutions for everyone.

Fundamentals

Key Learning Outcomes

Conceptual Understanding

Our seminar content begins with an overview of concepts that apply across entire negotiations. Students will learn how to:

- » Break any negotiation down into component stages (RADBA)
- » Analyse themselves and others for what they *really* want, beyond their stated positions
- » Determine whether a possible deal is worth accepting, and better than alternatives
- » Perceive negotiations as a solvable trade-off across issues (not just a power struggle!)
- » Perceive negotiations as an opportunity for win-win solutions that benefit everybody
- » Develop the habit of planning what they want to say, and improve their communication

Research & Preparation

The workshop then delves into practical strategies to help students gain an edge before a negotiation even starts. They will learn how to:

- » Anticipate clashes in a negotiation before they arise, and plan for them
- » Brainstorm possible solutions and resolutions to any negotiation
- » Gain a better understanding of the issues within a negotiation
- » Perform targeted, efficient research on the surrounding context of the negotiation
- » Evaluate proposed solutions according to their values, and determine which to pursue
- » Determine what concessions they can offer, and what they expect in return



Want More?

Fundamentals is based off the first workshop in our Blueprint program. While we've made a few modifications to ensure that Fundamentals also works as a standalone service (notably boosting the breadth of the seminar content!), this makes it easy to use Fundamentals as a "trial run" for your school and later upgrade to The Blueprint if desired.

Please note that if some of your students have already completed The Blueprint program, we do not recommend placing them in Fundamentals as well, due to the overlap. Instead, we recommend consulting us for a tailored follow-up program based on your students' earlier feedback.

Service Personalisation

Our workshop delivery is responsive to participant questions and feedback — topics covered during your experience may vary slightly. We are also able to tailor workshops to your specific needs, with notice!

Contact Us

For more information or to book our services, visit:

- ✉ admin@envoynegotiation.com
- 🌐 envoynegotiation.com