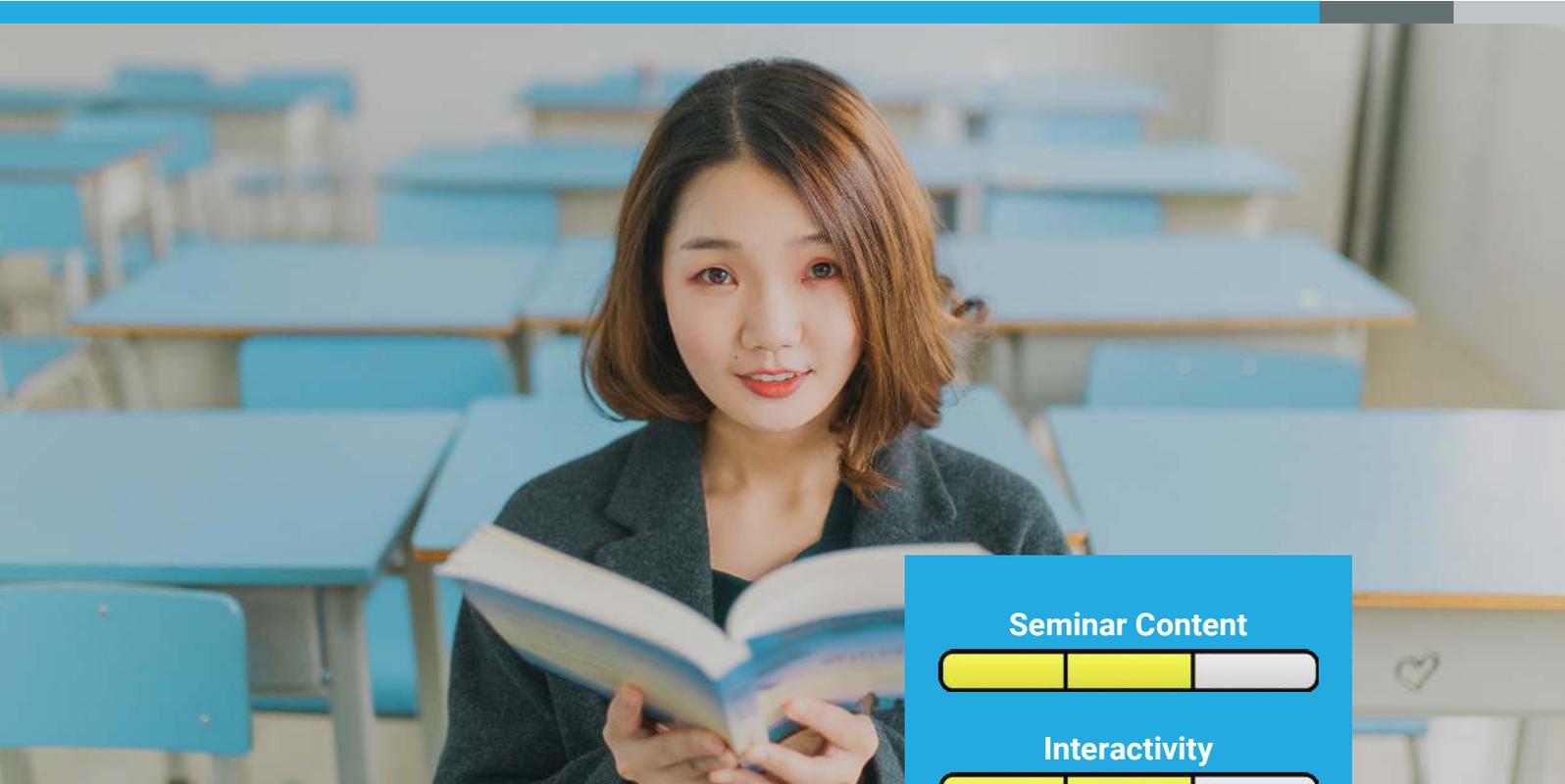


The Blueprint

5-Workshop Program

ENVOY
envoynegotiation.com



Seminar Content



Interactivity



Preparation Required



The Blueprint is our flagship workshop program for senior schools, equipping students with a strong conceptual understanding of the negotiation process, and specific skills to apply in real world scenarios.



World-Class Lectures

Each workshop begins with a 35 minute seminar component, synthesising leading negotiation theory into easy-to-digest frameworks for your students.



Practical Exercises

Our classes also contain a 10 minute practical exercise (with a prior example), designed to illustrate specific concepts for better understanding and retention.



Supplementary Materials

Students will receive a total of 8 separate supplementary worksheets, for optional further learning or application in their own negotiations. (We use them ourselves!)

Program Focuses

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

1. Understanding of the Negotiation Process

The workshop progresses chronologically through a standard negotiation process, to give your students an action plan at every stage.

2. Confidence Building for Negotiation

We give students tools to deal with tough situations and difficult characters, so they can stay positive even when encountering setbacks.

3. Ethical Bargaining and Positioning

Our strategies emphasise win-win solution building, and gaining influence while maintaining a strong moral compass.

The Blueprint

Key Learning Outcomes

Research & Preparation

Our first workshop focuses on preparing your students for a negotiation before it even begins. Among other skills, they will learn how to:

- » Break any negotiation down into component stages (RADBA)
- » Understand what people really want, at a deeper level than their stated position
- » Determine whether a possible deal is worth accepting, or even likely to exist
- » Analyse their own needs and desires, then prioritise concessions accordingly
- » Anticipate clashes in a negotiation before they arise, and plan for them
- » Determine whether they are bargaining with the right person or not
- » Conduct effective research and information gathering for negotiation
- » Get the laws of statistics on their side to find the best deal possible

Strategy

Our second workshop delivers effective strategies for solution building and selection. Among other skills, students will learn how to:

- » Brainstorm possible solutions and resolutions to any negotiation
- » Evaluate proposed solutions according to their values, and determine which to pursue
- » Create multiple “package deals” to group issues together – in a way that favors them!
- » Determine what concessions they can offer, and what they expect in return
- » Use simplifying logical filters to more easily assess complex offers and issues
- » Develop compelling analogies that persuade others, and give further insight
- » Set ‘red lines’ in advance that tell them when to walk away from a bad deal
- » Generate win-win solutions that help both sides get what they want

Persuasion

Our third and fourth workshops teach students how to influence others, and notice when others try the same methods! They will learn how to:

- » Actively listen to others, so they can gain a better understanding of what they want
- » Remain calm and positive during negotiations, and correct negative emotions
- » Create and convey a vision for the future of their relationship with the other party
- » Anchor conversations around useful starting points and ‘frames’, leading the discussion
- » Develop and use logical structures to win others over with compelling arguments
- » Identify common tools of persuasion – both for their own use, and when used by others!
- » Recognise and adapt to common negotiating styles, to deal with a wide range of people
- » Prepare the above tools in advance to build confidence entering into the negotiation

Relationship Management

Our fifth workshop provides skills used to build healthy relationships, both during and after a deal. Participants will learn how to:

- » Tactically offer certain solutions or compromises to delight the other party
- » Help others feel comfortable during the negotiation and acceptance process
- » Gain and keep trust as a person of integrity, by acting with integrity!
- » Feel and express gratitude for their ongoing relationships
- » Determine when it is / isn’t appropriate to accept bad deals for the sake of a relationship
- » Acknowledge their own faults or tension with others, without causing further damage
- » Guide a relationship towards increased transparency and openness
- » Determine what information to keep private when dealing with untrustworthy parties

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:

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- 🌐 envoynegotiation.com