

TGS-2023040716

Win-Win Strategic Negotiation

Lead with Clarity, Not Just Authority

🕒 2 Days

🕒 14 Hours

🏢 In-Person Workshop

Full Fee

\$981

*Net Fee

\$ 351



[Scan to View
Course Details](#)

* Refer to next page for funding eligibility



Drive Profitable Results through Collaborative Negotiation

Embark on a comprehensive learning journey designed to elevate your negotiation prowess. First, remember and understand the fundamentals by defining win-win outcomes and identifying various negotiation styles for appropriate use.

Next, Analyze and Apply these insights by examining power dynamics, building crucial trust, and effectively managing conflict to secure favorable results.

Finally, Evaluate and Create your strategies through hands-on practice, ensuring you can confidently analyze situations and strategize for successful negotiations every time.

The Strategic Playbook



Remember & Understand

Define win-win negotiation outcomes and identify the different negotiation styles to use them appropriately



Analyze & Apply

Examine power dynamics in negotiation as it affects outcomes, build trust and manage conflict to win the negotiation!



Evaluate & Create

Hands-on practice to ensure you know to analyze and strategize for your negotiations

Achieve Optimal
Outcomes and Build
Stronger
Relationships.

Strategic Foundation

Equip yourself with the core principles of win-win negotiation. Learn to precisely define desired outcomes and master the art of identifying and applying various negotiation styles to suit any situation, ensuring a strong start to every interaction.

Dynamic Application

Delve into the complexities of negotiation by examining power dynamics and their influence on outcomes. Develop critical skills in building trust and effectively managing conflict, transforming potential disagreements into opportunities for mutually beneficial agreements.

Confident Execution

Transition theory into practice with hands-on exercises designed to refine your analytical and strategic abilities. Through practical application, gain the confidence to develop robust negotiation plans and execute them effectively, securing your desired results consistently.

Course Outline

At the completion of the course, e-certificate will be awarded to trainees who have demonstrated competency in the WSQ assessment and achieved at least 75% attendance.

Day 1	Day 1 (cont.)	Day 2 (cont.)
Session 1 Introduction to Win-Win Negotiations - Welcome and Rules of Engagement - Negotiation Challenges (Facilitator-Led Discussion) - Negotiation Process: Plan >> Discover >> Negotiate - Customer Acquisition Competencies - Learning Objectives & Agenda - Role Play: Luxury Car - Concept: Win-Win Negotiation Framework - Concept: Zone of Possible Agreement (ZOPA) - Tool: Tradables - Concept: Tactical vs Strategic - Concept: Negotiation Styles – Competing; Collaborating; Accommodating; Avoiding	Session 2 Analyze Win-Win Negotiations - Role-Play: Selling a Refrigerator to an Eskimo - Tool: Trust Formula - Concept: Cultural Context in Negotiations - Concept: Trilemma - Tool: Questioning Loop - Tool: Listening for Clues & Cues - Summary of tools & concepts	Assessment Assessment 1: Developing a Business Negotiation Plan Written Assessment: Developing a Win-Win Negotiation Plan - Role-Play Preparation - Discovery Meeting Role Plays Assessment 2: Implementing Business Negotiation Strategies - Negotiation Meeting Role Plays - Role Play Feedback Session - Course Conclusion
	Day 2 Session 3 Develop & Implement Win-Win Negotiation Strategies - Tool: 6 Cs – Solutioning the Proposition - Tool: 4Es - Handling Objections - Tool: ABC - Summarizing - Tool: BATNA – Best Alternative to Negotiated Agreement - Role-Play: Magic Peaches - Summary of tools & concepts - Assessment Briefing	

Course Fee and Government Subsidies

	Self-Sponsored / Company Sponsored (S\$)	
	Before GST	After GST
Foreigner	900	981
Singapore Citizen 25-39 years old & Singapore PR	450	531
Singapore Citizen 40 years old & above	270	351

Course Support

- SFC (SkillsFuture Credit) claimable, including GST
- SFEC claimable for eligible Singapore-registered companies
- PSEA claimable

Applicable SSG Grant

- SkillsFuture Funding (Baseline)
- SkillsFuture Mid-career Enhanced Subsidy
- SkillsFuture Enhanced Training Support for SMEs

Fee Details

Self-Sponsored Individual

https://www.myskillsfuture.gov.sg/content/portal/en/career-resources/career-resources/education-career-personal-development/SkillsFuture_Credit.html

Skillsfuture Enterprise Credit information (SFEC)

<https://skillsfuture.gobusiness.gov.sg/support-and-programmes/funding/skillsfuture-enterprise-credit-sfec>

Employers

<https://skillsfuture.gobusiness.gov.sg/support-and-programmes/funding>