

Negotiating in difficult situations

Practical training based on Harvard Law School Program on Negotiations and William Ury

You will meet with highly effective **Break through strategy** to lead negotiations in difficult situations, when you are handling pressure, facing manipulations and tackling with conflict.

Negotiation strategy developed by Harvard School of Negotiations is unique and powerful mostly because it learns how to use unexpected, inconvenient, indirect tactics during negotiations. It shows how to use competitor's power and actions for your own strength - therefore it is called **Negotiations Aikido**.

During the training you will practice all 5 stages of the Break through strategy developed by Harvard School and William Ury :

1. Don't React: Go to the Balcony.
2. Disarm them: Step to Their Side.
3. Change the Game: Don't Reject - Reframe.
4. Make it Easy to Say Yes: Build Them a Golden Bridge.
5. Make it Hard to Say No: Bring Them to Their Senses, Not their knees

40% of the trainings' time will focus on practical development of negotiation skills. During the training participants will execute individual and group tasks, will analyse video and written cases and will experience role games.

60% of the trainings' time will be devoted to present and explain the strategy and tactics using theoretical statements illustrated with real life examples, statistical data and questioning.

Program

9:00 - 9:30 Meeting coffee and know-each-other workshop.

9:30-10:00 Introduction to the Negotiation Strategy of Harvard School of Economics.

10:00-11:00 Deal with conflict. First stage: Don't React: Go to the Balcony.

11:00 - 12:00 Second stage. Disarm them: Step to Their Side.

12:00 - 13:00 Lunch time.

13:00 - 14:00 Third stage. Change the Game: Don't Reject - Reframe.

14:00 - 15:00 Fourth stage: Make it Easy to Say Yes: Build Them a Golden Bridge.

15:00 - 15:15 Coffee break.

15:15 - 16:15 Make it Hard to Say No: Bring Them to Their Senses, Not Their Knees

16:15 - 16:45 Final Tips to Confirm Your Yes and No.

16:45 - 17:00 Resume and Feedback.

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Executive Master of Business Administration at Stockholm School of Economics in Riga. Master of International Communication of Vilnius University with diploma work on Management of International Conflicts. Attended special course on political campaigns and political conflicts at Amsterdam Maastricht University. Master trainer for Structogram® training system. International training and business coaching experience - 14 years. Working geography: Sweden, Norway, Germany, Lithuania, Latvia. The biggest negotiation winnings: 20.000 mln LVL deal and final resolution of the long lasting strike.