

# One day Senior Executive Masterclass

As negotiators become more experienced, they sometimes lose sight of the basics. When they have a string of successful deals under their belt, they start to make dangerous assumptions (or apply cognitive shortcuts) about which particular behaviours are giving them the success.

Traditional training often doesn't help. Open programs tend to be less effective because it may be inappropriate (for confidentiality reasons) to discuss real issues in the training environment.

Furthermore, they can frequently be very time intensive and for senior executives time is clearly at a premium. In-house programs can be effective, but some senior executives do not wish to be given feedback in front of their peers or subordinates.

## Session Overview

This course shares best practice, and most up-to-date thinking, and also allows the executive to negotiate one-on-one with one of our negotiation experts. The negotiations are filmed and then reviewed with the coach.

We cover the following key topics:

- Refresher on the negotiation basics
- The five reasons why people do poor deals
- Conflict in negotiation  
How to strategically alter the
- balance of power prior to the negotiation
- Efficient preparation - how can you effectively prepare to negotiate when you have limited time.
- Interpersonal impact

focalpoint  
negotiation  
01635 860120  
info@negotiationexpert.co.uk

The cost for the program is £2,880+VAT and includes all materials and travelling costs within the UK