

Negotiating Resources for Your Team™

Purpose

The purpose of this module is to provide participants with the negotiation skills they need to secure resources for their teams.

Process

During the module, participants complete a variety of individual and group activities, skills practices, video segments, and large group discussions that explore the following topics:

- Day-to-day behaviors for negotiating success
- Key actions for negotiating resources for their team
- Planning for a productive exchange
- Exploring options
- Practicing the negotiation conversation
- Closing the loop with their team
- Action planning

Payoff

At the end of the module, participants will be able to:

- Identify resources that require negotiated solutions.
- Identify day-to-day strategies for building and nurturing strong networks.
- Distinguish between another person's position and his or her underlying interests.
- Demonstrate a set of key actions for negotiating resources on behalf of their teams.

Key Content

The Key Actions for Negotiating Resources for Your Team

1. Describe the need and its merits.
2. Explore the other person's viewpoint.
3. Summarize mutual benefits.
4. Explore multiple options.
5. Agree on next steps.
6. Follow up with all involved.

Typical Time Investment

Time commitment Varies. Please discuss with your certified AchieveGlobal facilitator, or the authorized Distribution Partner. (4 Hours)



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Authorized AchieveGlobal Distribution Partner:

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