

Negotiation Seminar

In-house seminar for executives with Kasparconsulting (2 days)



“You do not get what you deserve, only what you negotiate”

Successful negotiation is a challenge, whether you negotiate with a business partner or a co-worker. Consciously or unconsciously, you are negotiating daily.

In this negotiation seminar with Kaspar-Consulting you get to know valuable tools, which you can use in your every day business life. Having such tool is the foundation for successful negotiation. However, it is decisive to personalize these tools. For this reason we focus on developing your very personal negotiation profile.

Benefit for Participants

After the seminar participants are prepared for active negotiations. They are prepared for different situations and able to handle those effectively. In this way they are going to be able to achieve outcomes that are more satisfying for themselves, their employer and the counterparty and therefore more sustainable.

Participants will each have a specific negotiations profile drawn up with their personal characteristics (challenges, strength, weakness), which will add to the learning process beyond the period of the seminar.

Topics

- Negotiation basics (Harvard Concept)
- Basics of dialogue/discussion in negotiation situations
- Compiling of mutual assessment for negotiation results
- Interests v. position (creating a win-win situation)
- Generating solutions/options with the help of creative techniques
- Defining own negotiations objectives (BATNA)
- Handling pressure and unfair negotiation partners i.e. negotiation tricks (tit-for-tat)
- Follow-up of the negotiation Feed-back; reflecting; transfer

Method

We hold short presentations work on your personal topics individually and in groups. You get a chance to reflect and practice with role-play simulations of typical negotiation traps. Furthermore we use video analysis to help improve your personal negotiation style.

The tried and tested “Harvard Negotiation Concept” by the Harvard Law School together with other tools (tit-for-tat, enlarge-the-cake etc.) and strategies developed by Kaspar-Consulting, serve as the framework of this workshop.

Trainer Profile



Philip A. Hofstetter is a passionate executive coach, consultant, facilitator and trainer. He delivers 1:1 executive coaching, leads team-building retreats, runs neuroleadership training sessions and consults for global companies as part of large leadership development and culture change programs in English, German, French and Spanish.

During his former legal activities in a company specialising in financial products and asset management, he was frequently in the role of a negotiation leader with different companies and unions.

As a lawyer (Master of Law), having trained both in Canada and Switzerland he is an experienced negotiator and knows what difference solid negotiation skills can make.

He regularly moderates and mediates complex conflicts and as a trainer and lecturer he delivers programs on the topic of mediation, negotiation and conflict managements to a diverse audience in different formats.

Made to Measure Seminars

We would be delighted to arrange a tailored program for your company's internal leadership development program. We tend to facilitate for larger groups of 8-12 participants but are happy to tailor a one-day made to measure negotiation seminar in "coaching" style for a smaller group of 2-5 participants

KASPAR CONSULTING AND NETWORK

ZÜRICH – BERN – BASEL

Address: Sonnenbergstrasse 3, 3013 Bern

Telephone: +41 76 308 94 61

Skype: kasparconsulting

Mail: info@kasparconsulting.ch

Web: www.kasparconsulting.ch

KASPAR CONSULTING AND NETWORK

STUTTGART – MÜNCHEN - FRANKFURT

Address: Dittmarstrasse 19, 88400 Biberach

Telephone: +49 (0) 174 436 2432

Skype: kasparconsulting

Mail: info@kasparconsulting.de

Web: www.kasparconsulting.de