



**face value**  
PERFORMANCE PSYCHOLOGY

# Negotiation

## A half-day skills workshop from Face Value

One of the challenges of social life is managing differences between people – diversity in race, religion, gender or generation leading to people contrasting cultural practices, beliefs and values. We inevitably have to enter into exchanges of give and take with other people – be they colleagues, managers, clients or patients. Negotiating and bargaining effectively are skills that professionals require on a regular basis.

In this half-day course, you will cover the following learning outcomes through individual, paired, small- and whole-group activities:

- What is a negotiation and when do you find yourself in one?
- The negotiation decision tree.
- The Best Alternative To a Negotiated Agreement (BATNA).
- Four negotiation strategies and four outcomes: no agreement, win-lose, compromise solutions, and integrative agreement.
- 7 Rules of a Win:Win agreement.
- 5 stages of negotiation: pre-negotiation, opening, exploration, bargaining, and settlement.
- Overview of interpersonal skills required for effective negotiation and bargaining.

### Course key information

- Half-day course (AM or PM).
- Full-day course formats are also available.
- In-person or virtual delivery (MS Teams).
- 3 hours of delivery + 30 minutes of breaks.
- Interactive sessions with small-group work.
- 12 delegates only (min. 6 required to run).
- Full-colour course workbook.
- Refreshments and pastries upon arrival.
- Open/public: £99 + VAT per delegate.
- In-house: £750 + VAT for 12 delegates.

Face Value is a Sheffield-based business which draws on over 30 years of experience in operational management, leadership development, organizational behaviour and neuropsychological coaching to provide evidence-based, bespoke and practical services to businesses across Yorkshire and the United Kingdom. Get in touch today to discuss how we can help you!