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E X E D

Strategic Negotiations

Friday, February 21, 2014			
18:00 – 19:30	<p>Changing dynamics in negotiations (1)</p> <ul style="list-style-type: none"> • Are negotiators born? • From one to three dimension negotiation • Audit of barriers to agreement – bridging the value gap • Assessing “no deal” options • Producing value in a negotiation • Win win or hardball 	Notes & Articles	Mr. Kehaghias
19:30 – 19:45	Coffee Break		
19:45 – 21:15	<p>Changing dynamics in negotiations (2)</p> <ul style="list-style-type: none"> • Evaluating your BATNA • Crafting a strategy to overcome barriers to agreement • Six habits of effective negotiators • How to negotiate effectively and still be friends • Investigative negotiations • The art of persuasion <p>Case study</p>	Notes & Articles	Mr. Kehaghias

Saturday, February 22, 2014

<p>9:00 – 10:30</p>	<p>Setting up the right negotiation – away from the table (1)</p> <ul style="list-style-type: none"> • Getting all the parties right – building winning coalitions • Mapping potentially influential players • Separate the people from the problem • Sketching the all party map • What is your communications strategy? • Investigative negotiation • Getting all the interests right – mistakes to avoid • Practices that help you get interests right • Building successful relationships • How to get the sequence and basic process choices right 	<p>Notes & Articles</p>	<p>Mr. Kehaghias</p>
<p>10:30 – 10:45</p>	<p><i>Coffee Break</i></p>		
<p>10:45 – 12:15</p>	<p>Setting up the right negotiation – away from the table (2)</p> <ul style="list-style-type: none"> • Changing the game • Understand your opponent's perspective • Four practices that help get the interests right • Invent agreements of different strengths • Getting the no-deal options right • Identifying your ZOPA and the other party's ZOPA • Mistakes that cost in ZOPA identification • Making sure they believe you can walk away • Getting the sequence and basic process choices right 	<p>Notes & Articles</p>	<p>Mr. Kehaghias</p>
<p>12:15 – 12:30</p>	<p><i>Break</i></p>		
<p>12:30 – 14:00</p>	<p>Case study</p>	<p>Notes & Articles</p>	<p>Mr. Kehaghias</p>
<p>14:00 – 15:00</p>	<p><i>Lunch Break</i></p>		
<p>15:00 – 16:30</p>	<p>Designing value creating deals – on the drawing board</p> <ul style="list-style-type: none"> • Moving “Northeast” – deal design principles • Dovetailing differences • Making lasting deals – Negotiating when implementation matters • The negotiation checklist • The high cost of low trust 	<p>Notes & Articles</p>	<p>Mr. Kehaghias</p>
<p>16:30 – 16:45</p>	<p><i>Coffee Break</i></p>		

Saturday, February 22, 2014

<p>16:45 – 18:15</p>	<p>Negotiation problem solving tactics – at the table (1)</p> <ul style="list-style-type: none"> • Shaping perceptions to claim • Reshape the ZOPA perception • Preparing for a price deal • Techniques for anchoring • Using extreme but flexible offers to anchor • Meta-Anchoring: framing the whole negotiation • Couple anchoring with the use of the “contrast” principle • Don't bargain over positions but on interests • Negotiating with VCs • Negotiating with a customer you can't lose 	<p>Case study</p>	<p>Mr. Kehaghias</p>
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Sunday, February 23, 2014

<p>9:00 – 10:30</p>	<p>Negotiation problem solving tactics – at the table (2)</p> <ul style="list-style-type: none"> • The power of talk – who gets heard and why • Taking the stress out of a stressful situation • Jointly solving problems to create and claim value • Can you write their victory speech? • Don't attach their position, look behind • Dealing with difficult people • Don't defend your ideas invite criticism • Positional pressure tactics • How to manage your negotiation team • Negotiating with emotion • When to walk away from a deal 	<p>Notes & Articles</p>	<p>Mr. Kehaghias</p>
<p>10:30 – 10:45</p>	<p style="text-align: center;"><i>Coffee Break</i></p>		
<p>10:45 – 12:15</p>	<p>Negotiation strategies in practice – letting them have your way</p> <ul style="list-style-type: none"> • Mapping backward to craft a negotiation strategy • Thinking strategically not opportunistically • What if they are more powerful? <ul style="list-style-type: none"> ○ Protecting yourself ○ Making the most of your assets ○ Secrets of power negotiating • What if they don't play? <ul style="list-style-type: none"> ○ Use negotiation Jujitsu 	<p>Notes & Articles</p>	<p>Mr. Kehaghias</p>

	<ul style="list-style-type: none"> ○ The one text procedure • Dealing with the hard bargainer • Some common tricky tactics • Psychological traps • Psychological warfare • Positional pressure tactics • Negotiation without a net – what can we learn from hostage negotiations 		
12:15 – 12:30	<i>Break</i>		
12:30– 14:00	International negotiations <ul style="list-style-type: none"> • How do international negotiations differ • What are the critical elements your should consider • Developing trust in international negotiations • Cross cultural negotiation skills • Negotiating in China • Negotiating in Japan 	Notes & Articles	Mr. Kehaghias
14:00 – 14:15	<i>Coffee Break</i>		
14:15 – 15:45	Case study	Notes & Articles	Mr. Kehaghias