



NEGOTIATION MASTERY CIRCLE

Combining best practices with business expertise.

Targeted to serve professionals and organizations who want much more from their negotiations, negotiators, teams and leaders.

I) **What are the Components?**

With our Negotiation Mastery Circles, you (and your organization) get transformative results through;

- ✓ 6 monthly three hour sessions with a limit of 20 people per circle,
- ✓ 3 one on one coaching sessions,
- ✓ 3 group accountability calls regarding commitments and challenges, and
- ✓ Binder of all materials. Plus recommended reading/ resources lists.

II) **Savage Management Negotiation Mastery Circle Programs include:**

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| Negotiation: Foundation | Understanding the dynamics and fundamentals of negotiation. Preparing for, designing and evaluating a negotiation. Understanding interests, motivators and barriers. Establishing goals, accountability and measures of success. Conflict management tools and getting out of your own way. Building the business relationship for the next negotiation. |
| Negotiation Coaching | Specific and practical coaching on current and future negotiations. Participants and organizations identify their challenges. |
| Convening Circles | How to convene circles that positively engage diverse interests to effectively deal with questions that are important. Transformative for public engagement, stakeholder engagement and leadership development. |
| Negotiation Mastery Circle 1: The Key Skills | Getting the most from the books: Getting to Yes, Getting Ready to Negotiate, and The Power of a Positive No, Getting More and Beyond Yes. |
| Negotiation Mastery Circle 2: The Value of Conflict | Company to Company Dispute Resolution, Situation Assessments. Difficult Conversations, learning conversations, emotions & triggers. Enneagram Harmonics, our tendencies in conflict and mastery. |
| Negotiation Mastery Circle 3: Awareness of Self & Others | Enneagram (our tendencies in relationship & our instincts) How to understand those of others and groups). Nine Domains and levels of functioning of teams & organizations. Creating healthy, constructive, creative and lasting deals and relationships. |
| Negotiation For Our World | Participants identify a "big stretch" negotiation to make the world a better place for their family, organization and/ or world, establish goals, measures of success, action plan, resources / alliances needed and work this important deal with the assistance of the circle. |
| Negotiation within Organizations | Focussing entirely on transforming the culture of an organization by the quality of the negotiations between executives, teams and staff. |
| Negotiation Teleclass | Eight 1 hour monthly teleclass series providing a high level Negotiation Foundation. Also incl. one coaching session and session materials. |

Invest in your future. Act Now: email dave@savagemanage.com find out more. www.savagemanage.com