

WIN - WIN Approach

“In successful negotiation everybody wins”



Training Objectives

This program is built around practical methods of building professional influence and impact of individuals within the organization.

Using the dynamics of the group, learn to understand others, and their perceptions for greater advantage.

Key Coaching Topics

Winspirational style and behavior

- Speaking with power and persuasion
- Building inner calm and outward composure
- Visual impact - posture, movement, gesture
- Working from a clear mind and clean desk

WIN-WIN Strategies

- Identifying other persons Needs.
- Probing to understand the goals or concerns of others.
- Trading information (Reciprocation)
- Presenting multiple offers.
- Treating each other with respect.
- Focuses on the communication skills necessary to achieve mutual understanding with stakeholders.
- Empathetic Listening skills to build trust.

Venue:

Kinnesqui training centre

Duration: 4 hours

Delegates will be able to

- Create healthy and long-term partnership/ relationship.
- Develop skills to anticipate and analyse others expectations.
- Differentiate between what they want and what they would like to have.
- Change a conflict from adversarial attack and defense to co-operation

Contact us at

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A division of TQMS