

# WIN - WIN Approach

**“In successful negotiation everybody wins”**



## 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

Investments: Rs. 1500/- plus Service Tax

*The above cost includes  
Professional training  
Reference material  
Breakfast/ Hi-Teas*



**Kinnesqui**

*Connecting body, mind & soul  
A division of TQMS*

## 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.**

### 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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