

ihw



# Win/Win Negotiation Workshop

*Planning and executing negotiations  
for sustainable outcomes*

Productivity through effective engagement

# Win/Win Negotiation Workshop



## Planning and executing negotiations for sustainable outcomes

### Outcomes

Participants will have an improved ability to negotiate better outcomes. They will understand the value of thorough preparation, and most importantly, understand how to prepare thoroughly. Participants will understand how to achieve their desired outcomes without sacrificing integrity and/or rapport. They will discover ways to offer more value whilst giving away less, and will be more confident to be assertive in negotiation without becoming aggressive.

### Audience

Developing and accomplished professionals that need to confidently negotiate outcomes and commitments with clients and stakeholders.

### Workshop elements

Mixture of theory and framework discussion and practical negotiation exercises, followed by constructive feedback & discussion. Theory sessions include Setting Limits, Plan B, Win/Wins, Bidding Strategy and Closing.

### Duration

The workshop is a 1 day event.

### Key Topics

- Preparation for Negotiation
- Outcomes
- Limits — When to walk away
- BATNA (Best Alternative to a Negotiated Agreement)
- Win/Win deadlock breakers
- Retaining Engagement
- Authority to Negotiate

*“Better morale leads to better productivity. Client cooperation is a product of strong engagement and this results in tough and complex issues being resolved quickly and more effectively.”*

**John Williams**  
Founder and Principal, JHW



## Comments from Previous Participants

***Very entertaining**, great delivery of the course was excellent and very engaging. Valuable skills learnt and will be very useful in my role. Thank you.*

*This was a **thoroughly enjoyable** and engaging course. I have been thinking a lot about the material since the course finished. I think that the things that I learned will make a difference to the way I do my work.*

*This is the **best workshop I have ever attended**. The skills that I learnt are not only useful at work but outside as well. The workshop was well organised and the practice sessions quite helpful in delivering the content. I learnt a lot and enjoyed myself at the same time.*

***Very informative — and well delivered**. Course had a good flow — and moved along well... Always a good reminder to revisit the things you knew you knew but have been ‘complacent’ about... but there was a lot of good ‘things I didn’t know I didn’t know’ which I think will help me manage my stakeholders and others. Looking forward to applying all of what I learned in my day-to-day activities — in my business and personal lives.*

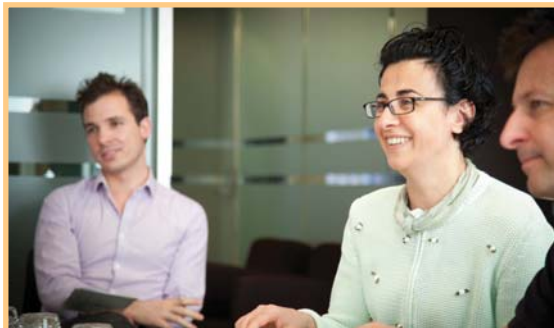


## JHW offers the following workshops:

- Engagement Skills Workshops
- A Seat at the Table
- Consulting/Engagement Skills One Day Refresher
- Gaining Commitment
- Project Launch
- Makin' Movies (Team Building/Dynamics)
- Effective Presentation
- Outcome Focussed Meetings
- Win/Win Negotiating
- Facilitation Services
- Power Without Authority
- Video Conference Ready

JHW workshops are grounded in achieving behavioural change by shifting the participant's mindset from —

- Task to Outcome
- Purely technical focus towards the relationship
- Being efficient, towards being more effective.



## Our Clients

JHW Pty Ltd has delivered workshops in Australia, New Zealand, USA, Argentina, UK, Italy, Romania, India, China, Singapore and Malaysia for many and diverse clients:

### Banking & Finance

ANZ Banking Group  
National Australia Bank  
Bankwest  
Westpac  
INVESCO  
BNZ (National Bank of New Zealand)  
AXA  
MLC

### IT&T & Services

Infosys  
SAP Consulting  
Telstra  
SAP Global Delivery  
TelstraClear (NZ)  
Data Agility  
Park Lane  
Worely Parsons  
BDO  
Ajilon  
Ernst & Young  
KPMG  
BearingPoint  
Oxygen  
QSP  
Maximas  
UXC

### Other Commercial Operations

Australia Post  
Bio-Rad  
WTFN  
Smarter Bathrooms  
Leighton  
Orica  
BHPBilliton  
Toll  
AGL

### Public Sector

Australian Communications & Media Authority (ACMA)  
Australian National Data Services (ANDS)  
CSIRO  
VicTrack  
Bureau of Meteorology  
Southern Health Network (Victoria Australia)

### Not for Profit

Salvation Army  
CanTeen  
Reach  
Brotherhood of St Lawrence  
Vic Swim  
Planet Give  
RYLA Rotary Guide Dogs Victoria  
Turning Point Royal District Nursing Service (RDNS)  
Vakabauta  
The Smith Family  
Wildlife Victoria  
World Vision  
Able Australia  
Leukaemia Foundation  
Royal Institute for Deaf and Blind Children

## Contact Us

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