

# NEGOTIATIONS IN PROJECTS



# COURSE OBJECTIVE

The objective of this module is to improve your negotiation techniques and to allow a better understanding of what is involved in business relationships, as well as improve the positive outcomes of a negotiation process.

## [ THE PARTICIPANTS WILL LEARN

- The importance of effective and precise negotiation in a project environment.
- Identifying the negotiation needs of others.
- Converting positions into concerns.
- Building trust relationships and the Game Theory.
- Preparing to negotiate
- Establishing a successful rapport.

# METHODOLOGY

Macrosolutions / Ricardo Vargas use the state-of-the-art in the training process, including:

- [ Explanatory classes utilizing audio-visual resources.
- [ Use of films and video clips as an educational resource
- [ Demonstrations and computer simulations
- [ Workgroups activities focused in problem-solving
- [ Scenario-based simulations using real cases to be further discussed in groups

# COURSE CONTENT

## [ COURSE OPENING

## [ NEGOTIATION IN PROJECTS

- The negotiation process in a project environment
- The importance of negotiation for each one who is involved
- Determining the negotiation needs of everyone
- Power and negotiation
- Batna and zopa

## [ THE DIFFERENT TYPES OF NEGOTIATION TECHNIQUES

- The collaborative and the competitive schools
- The soft approach
- The analytical approach
- The tough approach

### **THE CULTURAL ASPECTS INVOLVED IN A NEGOTIATION PROCESS**

- Culture and rapport
- Respecting the differences
- Building bridges x walls

### **USING THE MBTI AS A NEGOTIATION SUPPORT TOOL**

- The Myers Briggs Type Indicator and the Jung preferences
- Avoiding conflicts in teams using the MBTI.
- How the MBTI can be used in a negotiation

### **THE 5 STEPS TO SUCCESS IN A NEGOTIATION**

- Planning the negotiation
- Games Theory and the negotiation
- Exploring alternatives
- Converting positions into concerns

### **COMPLEX NEGOTIATION**

- Complex systems
- The Theory of Complexity
- Exploring differences
- Obtaining alternative deals

### **GROUP EXERCISES**

- Negotiation exercise : in pairs
- Complex negotiation exercise with multiple stakeholders

### **COURSE CLOSE-OUT**

# FURTHER INFORMATION

For further information about this course, please contact:

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