

Negotiation

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Length of program: half or full day

My training approach includes a mix of lecture and experiential exercises. I have a wide range of exercises ranging from personal negotiations (auto, home, job) to professional negotiations (contracts with suppliers, distributors and customers).

Session can focus on one or several of the following topics:

- Understanding the difference between distributive and integrative bargaining and selecting the approach that best fits the situation.
- Acquiring bargaining power and leveraging it in negotiations.
- Developing effective negotiation strategies and tactics.
- Understanding cognition and communication in negotiations.
- Applying ethics in negotiations.
- Developing and maintaining relationships in negotiations.