

**INTRODUCTION TO
NEGOTIATION THEORY AND PRACTICE
FOR PRACTITIONERS**

To Create Win-Win Deals For Maximum Gain

One (1) Day Program with Presentations, Discussions & A
Two (2) Person Role-Play Simulation Exercise

By

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Based In Winnipeg, Manitoba, Canada

FOR INDIVIDUALS WHO ARE OR ARE PREPARING TO BE:

Business Owners, Leaders, Managers, Administrators, Investors & Suppliers involved in operations, finance, procurement, sales, marketing, as well as academics, government employees; and, community leaders

Designed by StrandRidge.com Winnipeg, Manitoba, Canada

Date & Time: To Be Advised

Venue: **LIVE VIA ZOOM**

BENEFITS OF DEVELOPING & IMPROVING NEGOTIATION SKILLS

- Negotiation skills can get you a better deal and increase your wellbeing
- Role-play simulation exercise gives you the opportunity to learn by doing
- Create a support system to back you to gain an advantage in negotiations
- Like a top class athlete find a coach to improve your performance so you win
- Learn from the knowledge and experience of your trainer and fellow participants

OPEN FOR DISCUSSION & NEGOTIATION

- In our global economy how important is local knowledge?
- What is the power of an educated reflex to evidence based facts?
- Why are points of view and viewing points important in negotiations?

PROGRAMME TOPICS:

MORNING ONE HOUR

1 Position: The big picture overview

2 Interests: The opportunities for negotiation

ONE HOUR

3 Alternatives: The power of alternatives and outside actions

4 Context: The games we play and the prisoner's dilemma

ONE HOUR

5 Judgment: Are assumptions and heuristics counterproductive?

6 Agents: When and how should clients use professional agents?

AFTERNOON ONE HOUR

7. Workshop Simulation Exercise – Assigned role-play Breakout Rooms

ONE HOUR

8. Workshop Debrief of Simulation Exercise – All Participants

ONE HOUR

9. Networking Building Connections – Random Assigned Breakout Rooms

PROGRAM FORMAT

There will be a live streamed zoom presentation and group interactions will be encouraged. Participation in discussions on the presentation, and a role-play simulation exercise is required. Participants are expected to have their video turned on with their names identifying them and with audio muted unless they wish to speak or engage in discussion. High speed internet is necessary and will enable a more stable zoom experience. The zoom links will be sent to participants via email. Participants can click on the zoom link in the email and follow the zoom instruction to access the zoom presentation with the password provided.

PROGRAM DESCRIPTION

This program examines the theory and practice of negotiation, including:

(a) Negotiating skills; (b) Contextual factors; (d) Third party intervention; and, (c) Agreement implementation.

ACTIVE PARTICIPATION

Participants will be encouraged to ask questions as well as discuss the presentation material and negotiation role-play simulation exercise. All participants have the right to participate, learn, and work in an environment that is free of harassment and discrimination. Being respectful is a hallmark of an effective negotiator.

NEGOTIATION ROLE-PLAY SIMULATION EXERCISE

The practical element of the program involves participation of attendees in a negotiation role-play simulation exercise. The simulation exercise has been selected because it has been used successfully in a number of negotiation exercises. Participation in the role-play simulations exercise allows attendees to practice the skills that have been introduced. One benefit of engaging in the role-play simulation exercise is the fact that the negotiations is similar to a real world setting in that participants do not know the nature of the other party's confidential information, just like in real life. Another benefit of the role-play simulation exercise is in learning to handle situations in real time as expected and unexpected events occur during the negotiations. Participants would not get these benefits if they were to seek to learn the nature of the other party's confidential information prior to engaging in the negotiation role-play simulation exercise, or if they were to learn what outcomes and learning others experienced by participating in the role-play simulation exercise previously.

PRESENTATION & MATERIALS FEE FEES

Charge Per Participant: PLEASE CONTACT US on strandridge.com/contact.html

The program can run with a MINIMUM of 4 and up to a MAXIMUM of 20 participants

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PROFILE OF PRESENTER/TRAINER

Siddha Param, LL.B. (Hons) (London), CLP(M) is a strategy consultant, negotiator & author based in Canada. He has over 30 years' experience advising Multinational Corporations (MNCs) and Small & Medium size Enterprises (SMEs) on competitive leadership, export & import business negotiations and sustaining high performance. He teaches "Negotiation Theory & Practice" at Menno Simons College/University of Winnipeg.

Siddha Param is the author of the book, "*Sustaining High Growth For Long Term Success*" He is co-author of the books "*Global Productivity Mindset: Opportunities and Profits Post-2008*" and "*How To Align Business Mindsets For High Performance*" written for entrepreneurs and business leaders. He has worked on solutions for challenges arising in international business relations post 1987 global stock market crash, 1997 Asian financial crisis and the 2008 New York stock market meltdown.

He currently advises businesses on how to pivot rapidly to gain an advantage, in the emerging global knowledge economy.