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Negotiation at Work: Maximize Your Team's Skills with 60 High-Impact Activities

Ira G. Asherman

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Negotiation at Work: Maximize Your Team's Skills with 60 High-Impact Activities Ira G. Asherman Negotiation is an essential part of doing business, but to be an effective negotiator one must master a wide variety of skills such as listening, self-awareness, conflict resolution, assertiveness, and more. So it stands to reason that in order to teach such a complicated subject, managers and trainers need proven, powerful activities. "Negotiation at Work" is the answer. The book is packed with 60 interactive lessons designed to instill confidence and transform participants into strong negotiators. Each activity includes a description, detailed directions, goals, additional resources as well as notes for the trainer. The exercises are designed to help learners: plan effectively for a negotiation; ask the right questions; build trust; analyze each negotiation creatively; strategically frame each party's needs and interests; successfully negotiate with difficult people; determine their own negotiating style; and much more. Featuring transcripts from real negotiations, case studies, assessments, and even practice negotiation sessions, this handy book includes everything readers need to successfully train others in the fine art of negotiation.

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