

WORKSHOP OVERVIEW

Objectives

This two day workshop provides fun, interactive, practical activities to enable managers to practice at becoming highly effective negotiators skilled at maximizing win-win results in negotiations in and out of work. The workshop allows managers to discover the practices and principles that underpin effective negotiations. During the workshop, managers will receive tools to assist them during their negotiations after the course

Effective Negotiator

SESSIONS		ACTIVITIES	TOPICS DISCUSSED
1 & 2 25 March 2010	I. Understanding Negotiation Basics	Decision Making and Monetary Investment Negotiation	<ul style="list-style-type: none"> • Definition of negotiations • Climate, phases and types of negotiation • Lessons learnt and commitment(s) to specific future action(s)
3 & 4 25 March 2010	II. Preparing for and Understanding Bargaining	Unequal Resources: A Bargaining Activity and Bargaining United Nations Style: Exploring the Impact of Cultural Values	<ul style="list-style-type: none"> • Preparing thoroughly and systematically using preparation tools • Understanding how to structure the agenda for bargaining, identify and rank issues • Understanding, creating and using bargaining tools including a bargaining model, power and leverage, tactics and tools • Lessons learnt and commitment(s) to specific future action(s)
5 & 6 26 March 2010 10:45 – 12:45	III. Understanding How Group Dynamics Affect Negotiations	Merger Mania: Understanding Intercultural Negotiation	<ul style="list-style-type: none"> • Recognizing functional and non-functional group behaviour • Recognizing and responding effectively to negotiation styles • Dealing with dilemma and deadlock? • Lessons learnt and commitment(s) to specific future action(s)
7 & 8 26 March 2010	IV. Bringing It All Together	CASE STUDY: Peter Welz: When a Marque Prospect Plays Hardball	<ul style="list-style-type: none"> • Analysing the climate, phases and type of negotiation • Analysing the preparation for and structuring of the negotiation agenda • Analysing the creation and use of bargaining tools Analysing the behaviours that have led to deadlock • Preparing and strategizing for effectively closing the negotiation • Lessons learnt and commitment(s) to specific future action(s)

Profile of the Facilitator: Terrence Taylor

Terrence Okeke Taylor facilitates learning in the areas of Personal Mastery, Leadership, Change Management, Financial Management, Strategy and Management at Gordon Institute of Business Science(SA), University of Pretoria. Terrence has a B.A. in Economics, International Relations, and Afro-American Studies from Brown University and he has a M.B.A in General Management with a focus on Finance from Harvard Business School.

Terrence is a Neuro-Linguistic Programming (NLP) Certified (Professional Guild of NLP and International NLP Training Association) Master NLP Practitioner.

Terrence has appeared on Summit TV's MBA Insight Series, been interviewed on Classic FM's Executive Insight and written for Business Day's Management Review. These appearances, interviews and writings have covered leadership, change management and personal mastery. After graduating from Brown, Terrence worked on Wall Street as a Financial Analyst at Donaldson, Lufkin and Jenrette (DLJ). After graduating from HBS, Terrence then worked with CitiBank in its Emerging Markets business in India, Mexico, Russia, and Singapore as a Global Emerging Markets Management Associate (GEMMA). He was then promoted to Vice President and headed CitiBank Indonesia's Risk Analysis Unit.

Terrence then made his first career switch and joined the entrepreneurial ranks when he became CFO for an Internet start- up looking to build a portal and a pan-African ISP business. When the dotcom bubble busted and funding dried up for Internet start-ups, Terrence remained an entrepreneur, moved to South Africa and made his second career switch to management training and development. Since 2002, Terrence has been a Director of Nomad Ventures International, a consulting company specialising in change management, strategy and executive development for private and public sector companies in South Africa.

