

## VALUES-BASED NEGOTIATION – 1 DAY INTENSIVE

### Overview

This one-day intensive values-based negotiation programme, using Harvard Business School cases, introduces delegates to some of the principles and applications of values-based negotiation skills and techniques, to enhance their effectiveness as leaders in business negotiations.

### Duration

One day

### Outline

The following topics are covered on the one-day intensive version of the Values-Based Negotiation Programme:

1. Conflict resolution
2. The design, preparation and management of collaborative problem-solving processes
3. Application of the seven analytical elements of negotiations and the principles of values-based negotiation
4. Distinguishing between positions, interests and needs
5. Maximizing the beneficial outcomes of negotiations

### Approach

The programme is delivered through a series of Harvard Business School cases, in which the participants engage in the theory and practice of challenging negotiations principles and techniques. A highly interactive approach is used to get the participants to hone their negotiation skills.

### Outcomes

On completion of the full 3-day version of this programme, the participant will be better equipped to:

1. Anticipate, analyse and pre-empt potential conflict situations
2. Resolve conflicts
3. Design and implement appropriate negotiation strategies and processes
4. Build and coach effective negotiation teams
5. Guide stakeholders to better decision-making and outcomes
6. Enhance stakeholder relationships

## **Why IC Growth Group**

The IC Growth Group has been providing executive development programmes for over a decade, in association with leading business schools. All IC Growth Group programmes include the best of business school teaching and thinking, and go further in customisation and relationship management, with options for related strategic insights research and change interventions. IC Growth Group short programmes, with business school partnerships, offer certificates of attendance on completion.

## **Lecturers & Facilitators**

The IC Growth Group has a highly experienced and expert faculty, all of whom are seasoned business school educators, researchers and professional consultants. Please visit our website, at [www.icgrowth.co.za](http://www.icgrowth.co.za) to view the CV summaries of our Forum of lecturers and facilitators.

The Values-Based Negotiation Programme is devised and led by IC Growth Group Faculty. Variations of this programme have been offered around the world to great acclaim.

## **Programme Pricing 2012**

### Open programme

If this programme is offered as an open programme, where delegates may enrol from more than one organisation, the following fees apply (1-day open programmes only run with a minimum of 8 delegates enrolled):

Single enrolment: R3,000

*The fee includes catering during the programme and course-packs and materials.*

## Open Programme Application Form

Please complete an application form for each individual delegate. For in-company programmes, please contact us using the contact details below.

### Short Course/Public Programme Application

Surname :

Names (Full Names) :

Title :

### Personal Details

Gender :

Home Language :

SA Identity Number/ Passport No :

Address :

Postal Address :

Contact Number/s :

Email Address :

I hereby certify that the information provided in this contract is accurate and complete in all respects. I will ensure that payment in full is made before the commencement of the programme. Please fax/email application & proof of payment to 021 465 5722/ Shariefa@infochoice.co.za

Signature of Applicant

Date Signed.

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## Contact us

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