

VALUES-BASED NEGOTIATION

Overview

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

Duration

Three days

Outline

The following topics are covered on 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
6. Fostering durable constructive relationships amongst stakeholders
7. Leadership, communication and motivation
8. Management of group-dynamics
9. Coaching

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 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. Further, delegates who wish to obtain a university-issued certificate of competence on this topic can do so by successfully completing an assignment set by the lecturers after the programme.

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 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.

Business School Accreditation

Upon approval, certificates of attendance from Rhodes Business School, Rhodes University, are offered to all those completing this programme. The programme is delivered at NQF Level 6.

Certificate of Competence Option

Rhodes Business School also offers the option for delegates to obtain a certificate of competence for this programme, on completion of a written assignment that receives a passing assessment by the lecturer, following the attendance of the programme.

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 (open programmes only run with a minimum of 12 delegates enrolled):

Single enrolment: R10,500

Two or more enrolments from 1 organisation: R10,000 / delegate

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

In-company

If this programme is run for your organisation on an in-company basis, the following fees apply (excluding VAT):

For the first 10 delegates – R95,000

For additional delegates from 11 to 15: R7,500 per delegate

For additional delegates from 16 to 20: R7,000 per delegate

For additional delegates from 21 to 35: R6,500 per delegate

A maximum of 35 delegates is advised for this programme.

The programme fee includes an allowance for some customisation of the programme to address organisation needs and circumstances. The fee also includes the cost of course-packs and materials.

The organisation is responsible for the venue, equipment, catering, and travel and accommodation for out of town lecturers.

IC Growth Group Workshop Option

Should you be interested in running a workshop or consulting intervention for your organisation on the topics covered in this programme, please ask us about our competitive pricing to customise an approach that addresses your specific needs. University certificates are not issued with the workshop option, unless it runs as an in-company programme, as defined above.

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.

Contact us

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