

Negotiation Skills Building Series

Delivery Format: LIVE Webinar

Course Structure: 6 Hours (Four 90-minute sessions)

Target Audience: Experienced individual contributors and Managers in Canadian public sector procurement

Price: \$19,980 for up to 25 participants – For pricing on a fully customized webinar, [contact us](#).

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Content

During this four-part webinar series, participants will explore the theory and practice the skills they need to conduct procurement and contract negotiations that will preserve and enhance relationships while resolving some of the most difficult contracting challenges.

With the assistance of a short pre-work assignment for the skills-based sessions, participants will work together on a particular topic and explore ways to get better value from negotiations. They will also come to understand the range of approaches to negotiation so they can determine which approach is most appropriate for any given circumstance and will be better equipped to handle those who may not subscribe to the interest-based approach.

Participants will examine their own natural conflict style and examine the importance of being able to adapt their style to the dispute and personalities involved. In doing so, they will be better able help their organization – and their supplier relationships – improve and move forward. Following this webinar series, participants will know how to conduct a routine negotiation using the interest-based approach and will be fully prepared to create a comprehensive plan for their next significant negotiation.

Learning Objectives

Part One: Negotiation Drafting Considerations:

- Explore how to structure negotiations both within and outside of Contract A.
- Review cases where procurement negotiations have resulted in litigation.
- Identify pre-RFx steps that can help reduce the scope of negotiations.
- Discuss how to ensure fairness during negotiations regardless of the model selected.

Part Two: Practice Laying the Foundation:

- Define integrative negotiations and realize the benefits of this approach.
- Explore the role of emotions and techniques to deal effectively with it.
- Discover your own natural style for handling conflict.
- Review the benefits and drawbacks of the different styles.

Part Three: Practice Preparing for Success:

- Identify where negotiations fall along the dispute resolution continuum.
- Assess when the integrative negotiation approach is appropriate.



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Incorporating the latest developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

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- Practice separating positions from underlying interests.
- Prepare Negotiation Checklist based on a real-life example.

Part Four: Practice Conducting Negotiations:

- Review the four steps in conducting integrative negotiations.
- Practice these steps using common procurement and contract management scenarios.
- Explore the five top tips for effective negotiations.
- Develop communication techniques to create and sustain discussions and understanding.

Additional benefits

- Complementary 1-1 short meeting between our project sponsor and our subject matter after the engagement ends to discuss any questions.
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