



The Seven Essentials of Negotiations

Negotiation happens when two or more parties come together to formulate a positive, open, and beneficial working relationship that aids in the execution of business objectives. Smart negotiations contribute significantly to company success because they help you create more authentic, value-based relationships and achieve results. In order to do this, your company's leaders and employees must understand that negotiation is not a singular event, but is instead a process that can be influenced by many other factors.

In Eagle's Flight's *The Seven Essentials of Negotiations*™ course, participants will be equipped with the tools to optimize this process in a way that builds trust, achieves results, and solidifies a win-win for both parties. They will return to work confidently able to negotiate using a balance of information, impression, influence, and impact.

THE OUTCOME

Individuals will return to work with the ability, tools, and confidence to:

- Identify and pursue a win-win solution for everyone involved
- Build trust throughout the negotiation process
- Know how to actively use all seven essentials of negotiations
- Balance information, impression, influence, and impact to achieve results



Left with questions? Wondering what a partnership could look like? Give us a shout!

Toll-Free North America: 1-800-567-8079 • International: +1-519-767-1747 • www.eaglesflight.com
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THE DETAILS



1-day
program



9 - 30
participants



Ideal for training
team members at all
levels



Customization and
delivery options
available



Post-course
reinforcement
available

THIS ISN'T YOUR ORDINARY LEARNING EXPERIENCE

An Eagle's Flight experiential learning program is unlike anything you or your participants have seen before – it's not another lecture, case study, or role-play. Through interactive, experiential-based learning your participants will not only learn new skills and knowledge, but get the chance to put that learning into action and practice them as they apply to their life on the job. We frequently use our "40, 40, 20" formula when delivering training. This translates to 40 percent of the time spent on conviction and knowledge transfer, 40 percent on practice with that knowledge, and then 20 percent on how to apply the learning back on the job. This all comes together to produce a change in behaviors that deliver expected results.

Why do we do this? We take this approach to training because by personally experiencing the results that come from applying their existing behaviors in the experiential portion of training, participants see the link between their performance in the experience and the changes they need to make to maximize performance at work. A powerful debrief reinforces the lessons learned in the experience and shows how to apply those lessons back on the job. New competencies are developed, learnings are retained, and individuals are more likely and better able to enthusiastically apply their new knowledge to improve their day-to-day performance.



"The use of your experiences to build understanding and conviction is an Eagle's Flight trademark; and one which, in my opinion, is a true differentiator that sets you apart from all others in your field."

Marc Caira, Vice Chair, Restaurant Brands International



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