

NEGOTIATION MASTERY: Don't Settle For Less

Negotiation Webinar Series:

- A. Ten one hour bi-weekly virtual meetings (Zoom) focusing on negotiation skills, insights and strategies. You receive materials by email a week in advance of each Webinar.
- B. One hour private one on one coaching call, and
- C. One negotiation journal.

For every adult and organization wishing to get more of what they want, less avoidance and more significant outcomes for all.

Topics include:

- 1) I Love Conflict: Why Should You? The Cost and Opportunities.
- 2) Understanding the dynamics and fundamentals of negotiation.
- 3) Preparing for, designing and evaluating a negotiation and collaboration.
- 4) Understanding interests, motivators and barriers.
- 5) Establishing goals, accountability and measures of success.
- 6) Conflict management tools and getting out of your own way.
- 7) Building the business relationship for the next negotiation.
- 8) Nine Insights for Negotiators and Leaders.
- 9) Collaborative Negotiation Strategies.
- 10) Review and Forward Plan.

Contact david@davidbsavage.com for details and registration.

David serves organizations creating better ways to work together internally and externally. Clients have David assess, design, coach, train, and evolve their collaboration, negotiation, dispute resolution, and business development capacities and successes. David has published 7 books and 45 podcasts on negotiation, collaboration and dispute resolution.

Wanting to find better ways to negotiate?

Frustrated that negotiations are difficult?

Wishing you could create real & sustainable value along with strong business relationships?

Wondering how others seem to get more?

“David Savage is deeply insightful and highly intuitive. He is a skilled and highly regarded practitioner with a strong sense of ethics and values. He has a profound commitment to personal and organizational transformation and can be counted on to be honest, resourceful and supportive. I recommend him highly.” Ken Cloke, Founder Mediators Beyond Borders International



S A V A G E
MANAGEMENT LTD.

NEGOTIATION
MASTERY CIRCLE™

NEGOTIATOR'S
NOTEBOOK™

<http://www.davidbsavage.com/>