



# NEGOTIATING SKILLS PROGRAM

## ARE YOUR NEGOTIATION SKILLS GIVING YOU THE RESULTS YOU WANT?

The ability to negotiate effectively is an important skill to develop as it can affect elements of success in your work life, whether it is asking for a raise, an increase in budget, or requesting an extension on a project deadline.

## NEGOTIATE WITH CONFIDENCE FOR WIN-WIN OUTCOMES

Strong negotiation skills can provide you with the confidence and clarity to have more favorable outcomes, and to help ensure you get what you need to be successful in your role.

KerrHill's Negotiation Skills course will teach you how to sharpen your negotiation skills throughout the negotiation process, and help you identify which areas in the process that may be holding you back from effective negotiation outcomes.



**DEVELOP YOUR NEGOTIATION  
SKILLS**

**4-HOUR IMPACTFUL WORKSHOP**

**TOP RATED PROGRAM**

## Key Program Takeaways

- Explore common workplace negotiations
- Learn a four-part negotiating model and process
- Understand how to maneuver through the 4 negotiation steps
- Separate people from the problem
- Develop contingency plans if negotiations aren't working
- Assess personal conflict preferences and how they impact negotiation outcomes

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# EXPERIENCE A **TRANSFORMATIVE** NEGOTIATION SKILLS PROGRAM

*“The ability to negotiate effectively is a crucial workplace skill, that if left undeveloped, can impact long term career-success.” - George Phirippidis, KerrHill CEO*

## WHAT YOU’LL EXPERIENCE

- Interactive group reflection exercises
- Live in-session feedback & discussions
- Insights into the Five Modes of Conflict Model & personal TKI assessment.
- Participation in live negotiation role play to review, critique and enhance skills.

## WHY CHOOSE KERRHILL?

- Over 34 years of proven training success
- Our trainings are engaging, challenging, thought-provoking, and fun, for a transformative learning experience
- Learnings stick and tools are easy to apply

## NEGOTIATION SKILLS PROGRAM OVERVIEW

- Designed for:** Anyone seeking to improve their negotiation skills
- Format:** Available in-person or virtually
- Length:** 4- hour workshop
- Location:** Onsite at client location or at an offsite meeting facility
- Cost:** \$695
- Group size:** 6-20 people
- Workshop includes:** All course materials and a personalized TKI conflict management report designed to help participants assess how their conflict preferences affect the negotiation process and their negotiation skills development.

**Workshops are held throughout the year**  
**[Register online](#) or [contact us](#) at [info@kerrhill.com](mailto:info@kerrhill.com)**