Negotiating Skills

with Coach Caroline Johnston

irishamerican business chamber & network

&

Caroline Sarah Ventures

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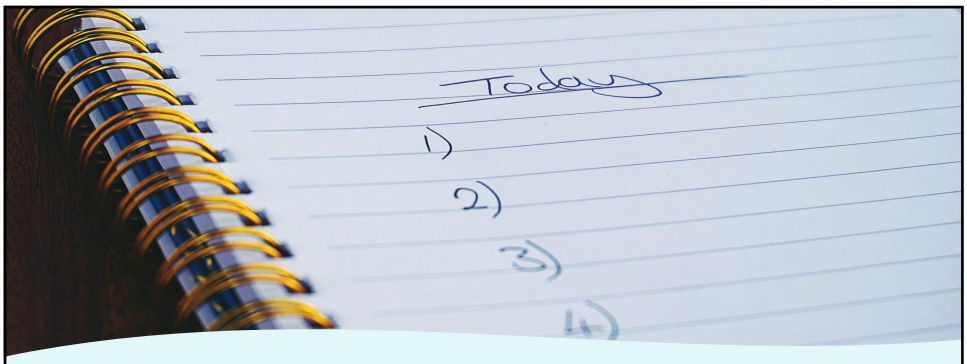

Agenda

- Introduction
- Improve Negotiating Skills
  - *Breakout #1*
- Positive Mindset
- Emotional Intelligence
  - *Breakout #2*
- Creativity
- Closing the Deal
- Conclusion/Q+A

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Coaching

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Negotiating Skills
• Defining Negotiating
• Qualities of a Good Negotiator
• Knowing Yourself (DISC personality test)
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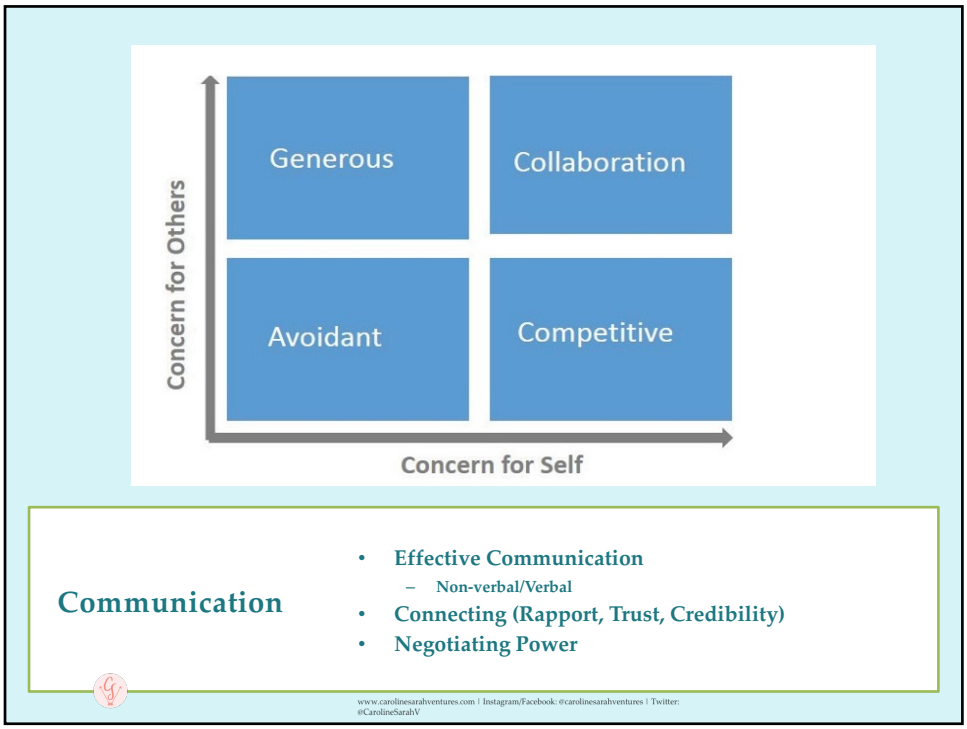
Generous
Collaboration
Avoidant
Competitive
Concern for Others
Concern for Self
Communication
• Effective Communication
– Non-verbal/Verbal
• Connecting (Rapport, Trust, Credibility)
• Negotiating Power
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Confidence

- Self-Advocacy
- Self-Confidence
- Assertiveness

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Breakout #1 Questions

- Give an example when you have used self-advocacy? What was the outcome?
- What does it mean to be self-confident?
- What qualities do others say you have and how can you apply these when negotiating?
- Discuss a time you communicated effectively in a negotiation?

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Positive Mindset

- Conscious positivity
- Alternatives
- Positive affirmations

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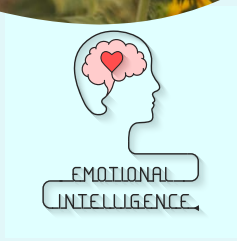
Emotional Intelligence

- **Self-awareness**
- **Self-control/Self-regulation**



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Breakout #2 Questions

- What positive affirmation can you tell yourself? How might this be useful?
- Give an example of when you had to control your emotions in a negotiation.
- What goal will you set for your next negotiation?

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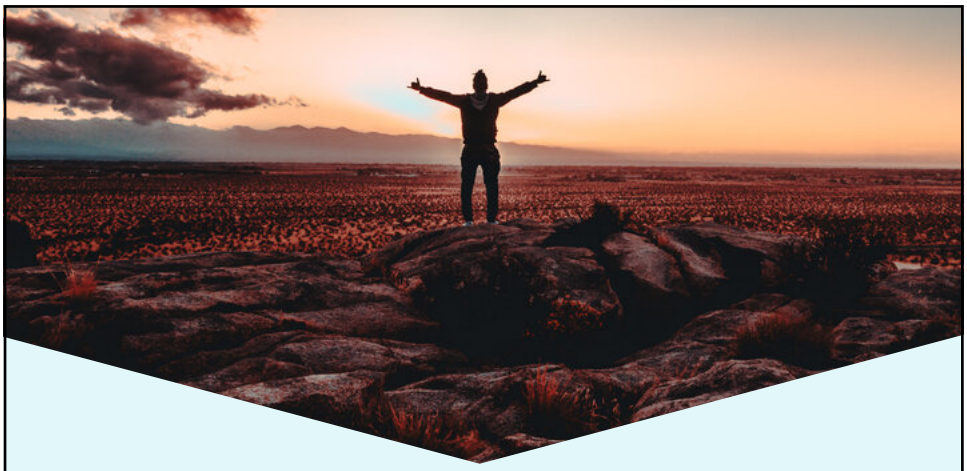

Creativity

- Creative solutions
- Effective conversations

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Closing the Deal

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THANK YOU

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Q & A

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