



# INTERNAL NEGOTIATING SKILLS FOR THE IT PROFESSIONAL

## Master the Art of the Give & Take

Working at the crossroads between technology and business makes negotiation skills a necessity for anyone working in IT. You must constantly juggle competing priorities, from allocating resources and securing budgets to managing vendor contracts and collaborating with cross-functional teams. Effective negotiation skills allow you to advocate for your department's needs, build consensus around technology initiatives, and optimize resource utilization.

This interactive workshop teaches participants a new philosophy on negotiations while developing and applying new skills and tools to leverage their personal negotiation style. Participants will leave with the skills to develop win-win partnerships while fostering trust and alignment within the organization.

## Who Should Attend

This workshop is designed for IT professionals at any level.



## What You Will Learn

After participating in this program, you and your team will be able to:

- » Apply a proven three-step negotiating process
- » Become skilled negotiators through better preparation and planning
- » Challenge your negotiating assumptions and practices
- » Change the tone of your negotiations by identifying interests vs. positions and separating substance from the relationship
- » Disagree diplomatically when you don't agree with the other party
- » Identify and deflect negative tactics that are used against you
- » Address conflict situations before they spiral out of control

## Delivery Options

### Virtual Instructor-Led

Delivered in 4, 3-hour modules

### Classroom Instructor-Led

Two-Day Workshop

Contact us for a detailed workshop agenda.

[www.ouellette-online.com](http://www.ouellette-online.com)

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