

The Negotiation Mindset

The ability to perform under pressure is essential for most professionals and never more so than in negotiations. The right mindset is critical.



But the intense focus on outcomes often distracts from the one element that is most likely to help achieve those outcomes.... the relationship with those sitting on the other side of the table.

Missed cues, a lack of focus and knee jerk responses can all reduce the chance of success. Professionals need to develop the awareness required to understand how they are seen by others and to be able to manage relationships as effectively as possible.

The skills have been shown to have a huge impact on results. In one study, executives who demonstrated high levels of awareness and self management added 390% more to revenues than their colleagues.



*Are you born with this gene to play and perform under pressure? I would say absolutely not ..
... I think this is coachable.* Sir Clive Woodward, England Rugby Coach



Mind inSight™ builds skills in awareness to help negotiators perform more effectively under pressure. Learn how to:

- Stay focused and in control
- Create an environment that can lead to more innovative thinking
- Build more positive client relationships
- Improve your ability to pick up signals
- Make more considered responses
- Achieve the outcomes you want more often

The skills

Skills are developed in three distinct stages:

- **Understanding individual responses.** What causes stress varies from person to person, so the first step is to work out what these responses are for you and in what situations.
- **Building confidence through practice.** The second step is to gradually increase confidence in handling these situations by developing the skills. Just as physical fitness relies on exercise to develop muscle and

cardiovascular capacity, so ‘mind-fitness’ is developed through attention and concentration exercises to support mental processes such as decision-making and problem solving. Practising in this safe environment helps to develop greater self-assurance in actual negotiations. This builds resilience.

- **Seeing stressful situations differently.** This gradually leads to the ability to perceive stressful situations in a different way. What used to cause anxiety now becomes less threatening.

Participant feedback:

Here are just some of the comments from former participants:

‘We should have these skills before we make partner.’ Partner, KPMG

‘Very powerful.’ Senior manager, Kraft Foods

‘These skills are extremely important, we depend on them for successful client relationships.’ Partner KPMG

Facilitators

Michael Chaskalson

Michael is one of the UK’s leading mindfulness trainers. Michael is also the founder and director of Mindfulness Works Ltd., a major UK provider of mindfulness-based interventions. His book, the “Mindful Workplace”, was published by Wiley-Blackwell in 2012.

Anna Wildman

A highly experienced international facilitator, Anna’s programmes have been delivered in more than 60 countries up to Board level and she has personally facilitated workshops in 30 countries. She has designed an outstandingly practical workshop.

Tailoring the programme to meet specific needs

Programmes are tailored to meet your needs and the seniority of delegates. Workshops range from a one day face-to-face skill building workshop through to a modular intervention over a number of weeks. A half-day overview can be developed to fit within conferences if required. Follow up coaching, usually by telephone, is also available.

Programmes can also be designed to address specific situations, including resilience for leaders, complaint management, negotiations and delivering tough feedback to staff. Please see programme outlines for further details.



We should base our decisions on awareness rather than on mechanical habit. That is, we act on a keen appreciation for the essential factors that make each situation unique instead of from conditioned response.

Warfighting: The U.S. Marine Corps Book of Strategy



Please get in touch if you would like more information.

 www.mindinsight.co.uk

 info@mindinsight.co.uk