

Course Objectives & Outline

Negotiation Skills

Negotiation is a critical skill, personally and professionally, across all industries and backgrounds. This workshop is modeled after Alexandra Carter's *Ask for More: 10 Questions to Negotiate Anything*:

"Most people think negotiation is mostly backward-looking, but negotiation is steering. It is creative. It is generative. Ultimately, negotiation is how we create our future. Sometimes we do that by solving a problem before anyone else even comprehends it. That creative place is where negotiation becomes innovation."
– Alexandra Carter

Course Objectives

Following the completion of this course, participants will be able to:

- Understand and apply questioning skills with self
- Understand and apply questioning skills with others
- Identify the goals of both parties involved in negotiation
- Effectively steer negotiation conversations

The course follows an interactive format that caters to various learning styles. In addition, behavioral-based application and action planning is a part of every course Horizon Point facilitates.