



PRESENTS

**NEGOTIATING PLAYFULLY  
TO A WIN-WIN RESULT**



**Programme Background**

National Banking Institute (NBI) is pleased to present a workshop on “Negotiating Playfully- o a Win-Win Result” in association with International Development Institute (IDI), Washington DC. Negotiation is an integral part of creating value for an organization. Your success depends on your skills as a negotiator—whether you are seeking project resources, deciding on a new hire’s salary, or inking a high-stakes deal for your bank, company, or the institute.

In this workshop-style training program, you will gain insight into the habits of dealmakers as you build your skills. Through group exercises, you will learn how to execute proven tactics, refine your negotiating style, and improve your ability to bargain successfully and ethically in any situation. Along the way, you will gain a new appreciation for how negotiating skills can help you overcome a wide range of challenges—at work and beyond.

Program Details:

Date & Time: 16th, 17th, 18th & 22nd Feb 2021 (4:00pm to 6:00pm NST)

Duration: 8 hours (2 hours per day)

Mode: Virtual Training

Fee: US\$ 175 per person

(Payment to be made directly to IDI two days before the program date. Further, we shall provide you with the Beneficiary Bank details.)

Target Group:

Bank Managers, Department Heads, Middle-Level Managers. Staff from the Legal and Negotiation team.  
Nomination Deadline: 9th February, 2021 (Highly Appreciate your early confirmation)

## Program Details

### Program Benefits:

- ◆ Achieve better results in both formal and informal negotiations
- ◆ Build confidence in your bargaining power and abilities
- ◆ Improve negotiations by managing your emotions and influencing others
- ◆ Build positive, productive relationships with all parties at the table
- ◆ Create value and “enlarge the pie” to produce win-win outcomes

Duration	Details	Session
2 hours	<p><b>Negotiating Playfully...</b></p> <p>In a highly interactive abstract negotiation drawn from game theory, we will learn valuable lessons about proper goal setting, negotiation in your team, understanding the other, thinking strategically, building trust, and much more. This method establishes the model for the work going forward.</p>	Module 1
2 hours	<p><b>Negotiating Strategically....</b></p> <p>Building on the insights of the “Harvard “ method of Win-Win negotiation, we will discuss negotiation dynamics, elements of persuasion, and the critical skill of empathy. We will apply all of this in a structured strategic preparation, which can be used for real-life cases.</p>	Module 2
2 hours	<p><b>Negotiating Successfully...</b></p> <p>All participants will use their strategic preparation to practice negotiation in real-time, with personal feedback from the instructors. We will discuss what a “good” result means, what are the dimensions of negotiation success?</p>	Module 3
2 hours	<p><b>... to a Win-Win Result.</b></p> <p>But what to do when the other side is not cooperative, even emotional, and challenging? How to handle power differentials and the most common dirty tricks. We will discuss but also experience these live, learning defense strategies.</p>	Module 4

## Facilitator's Profile



### **Facilitator : Mr. Mark Young**

#### *Using Games and Play to Resolve Conflict*

Mark Young is an independent consultant, trainer, writer, and lecturer in mediation and negotiation skills training and analysis. He serves various clients in the public and private sectors in the US, UK, and Germany.

Mark's business career has afforded him ample opportunities to do so, as he has served as a corporate lending officer at Chase Manhattan Bank, a strategic consultant at McKinsey & Company, a partner at Price Waterhouse Corporate Finance, and a trade negotiator in the US Department of Commerce. Mark is also a social entrepreneur. His firm is registered as a non-profit in the US and Germany and makes small grants to organizations with innovative ideas for using games and play to resolve conflict.

#### **For more details, please check below:**

<https://www.linkedin.com/in/mark-young-256314/>

#### **Please also have a look at:**

The on urge to play is greater than the urge to fight | Mark Young | TEDxWHU

<https://www.youtube.com/watch?v=gwDHG6jCqIU.&feature=youtu.be>

#### **IDI Profile:**

IDI is a leading training and capacity building provider. Working with private and public sectors, IDI works closely with its clients in assessing their need to build institutional capacity, developing programs and delivering them. In over 15 years of existence, IDI has trained thousands of participants from number of countries. IDI has developed a number of flagship programs for financial institutions, health care, education, government management, energy, port management, telecommunications, public procurement, public private partnership (PPP), and hospitality and tourism sector. For more please: <https://idiworldwide.net/>