



# NEGOTIATING PLAYFULLY TO A WIN-WIN RESULT

In association with



## Background

National Banking Institute (NBI) is pleased to present a workshop on “**Negotiating Playfully – To 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 highly interactive program, we will learn to unlock the power of games and play to better deal with conflict in general but also attain better negotiation results. Our method is based on the Harvard approach and is all about empathy, understanding interests and creating value. But it is also quite strategic, as we will focus especially on systematic, strategic presentation to enable that creative process.

### Program Details:

**Date & Time:** 6th June, 2022 (9.30am-4.45pm)

**Duration:** 4 sessions (6hrs; 1 session=1.5hrs)

**Venue:** Hotel Mulberry, Jyatha

**Location Map:** <https://maps.app.goo.gl/1MCh2Rp6VkSKjAJM7>

**Target Audience:** Bank Managers, Department Heads, Middle-Level Managers. Staff from the Legal and Negotiation team.

# Program Outline

Sessions	Details	Modules
<b>Session 1</b>	<b>Negotiating Playfully...</b>	<b>Module 1</b>
	In a highly interactive abstract negotiation drawn from game theory, we will learn valuable lessons about proper goal setting, negotiation in your own team, understanding the other, thinking strategically, building trust and much more. This establishes the model for the work going forward.	
<b>Session 2</b>	<b>Negotiating Strategically...</b>	<b>Module 2</b>
	Building on the insights of the “Harvard “method of Win-Win negotiation we will discuss negotiation dynamics, elements of persuasion and the key skill of empathy. We will apply all of this in a structured strategic preparation which can be used for real-life cases as well.	
<b>Session 3</b>	<b>Negotiating Successfully...</b>	<b>Module 3</b>
	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?	
<b>Session 4</b>	<b>... to a Win-Win Result.</b>	<b>Module 4</b>
	But what to do when the other side is not cooperative, even emotional and difficult? How to handle power differentials and the most common dirty tricks. We will discuss but also experience these live, learning defense strategies.	

## Facilitator's Profile



Dr. Mark Young, the founder of Rational Games, is an independent author, trainer and consultant with many years' practical and academic experience in the area of negotiation, mediation and conflict management skills. His theoretical work is tempered by practical lessons learned as a negotiator in government (US Department of Commerce) and the field of corporate finance and mergers and acquisitions in the US and Europe. Mark divides his time between Cambridge, Mass, Washington DC and Berlin, Germany. He is a graduate of Thunderbird School of International Management and PhD from the Humboldt University of Berlin.