

Title	Skill Element 1	High Level - Principled Negotiation
Intro	Why is this skill element important?	Simply put, negotiation is a discussion between two parties aimed at reaching an agreement. Negotiations happen around us all the time. It's important that we conduct them in a way that protects relationships and future business
	Learning outcomes	<ul style="list-style-type: none">• Learn about the rules of principled negotiation• Understand how to get closer to your intended outcome
	Content agenda	<ol style="list-style-type: none">1. Preparing yourself2. Understanding interests3. Getting to agreement
Body	Understanding the challenge/issue	If we enter into negotiations without completing our preparation and due diligence, we are likely to be on the back foot from the get-go! This results position negotiation which can often damage relationships
	Insight	Following the 3 simple steps to Principled Negotiations helps us prepare, keep things on track and focus on the problem, not the people
	Experience	Progressive case study and discussion to bring each step to life followed by a short negotiation exercise.
	Apply & reflect	Guiding discussion on opportunities to secure a BATNA and explore our counterparts' interests before seeking to come to an agreement
Wrap	Next steps/transfer	Using the techniques to take control and do things differently going forward