

MINT

Negotiating Value



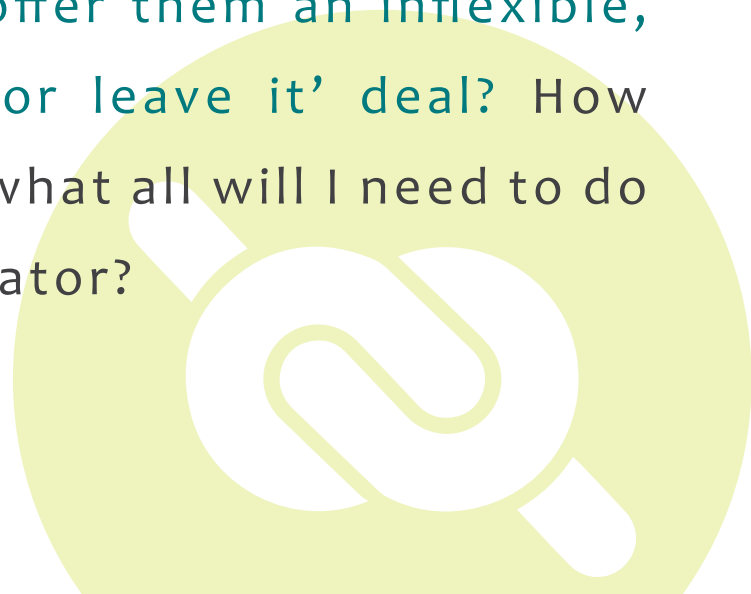
The Negotiating Programs

Twenty Questions about Negotiating



What is this 'thing' called Negotiation? How's it really different from Bargaining? Is it necessary to Negotiate? Won't I look like a greedy person if I Negotiate? What are the benefits for Negotiating? Are there many complex skills involved? Why is so much made about Negotiating? Isn't it only about very big multibillion rupee deals? Or war and such things, especially between countries? Or for some hostage dramas? Don't I need to be cunning, and ready to bluff, lie, and learn to keep a poker face, to Negotiate? Are there some clearly recommended mindsets, processes, and methods that will help me to Negotiate better? Can I learn to Negotiate, and become a

professional Negotiator? Can I learn to become a good-to-great 'personal' Negotiator? Will I be out-persuaded, out-priced, and out-negotiated by other superior, more experienced, 'hardened' Negotiators? Who will negotiate for us when our Mr. Negotiator leaves this organisation? How do I position myself when the other side is a large conglomerate's team, like that of, say, Reliance's, with their procurement head, and supply chain team, et al? I need to negotiate, and I want to be taken seriously as a Negotiator: what image may I create about the situation and about me before I come to the Negotiating table? Am not too good in communication, storytelling, etc., nor am I any good at motivating, who can do this job well ~ so, should I simply refuse to Negotiate, and instead, offer them an inflexible, 'full and final', 'take it or leave it' deal? How much time and cost, and what all will I need to do to become a good Negotiator?



The M I N T Negotiation Programs offer memorable answers to all of these relevant and burning questions in detail, experientially, carefully, and interactively.

The program/s will give you what you need: a strong rational understanding, and immediately actionable ideas that will transform you as a Negotiator. Blended with relatable stories, day-to-day examples and anecdotes, and excellent scientific rigour, the M I N T Negotiation programs will clearly herald the new You: one who can Navigate the rough while Negotiating tough. Your own experience, observations, learning, and reflecting will also help greatly.

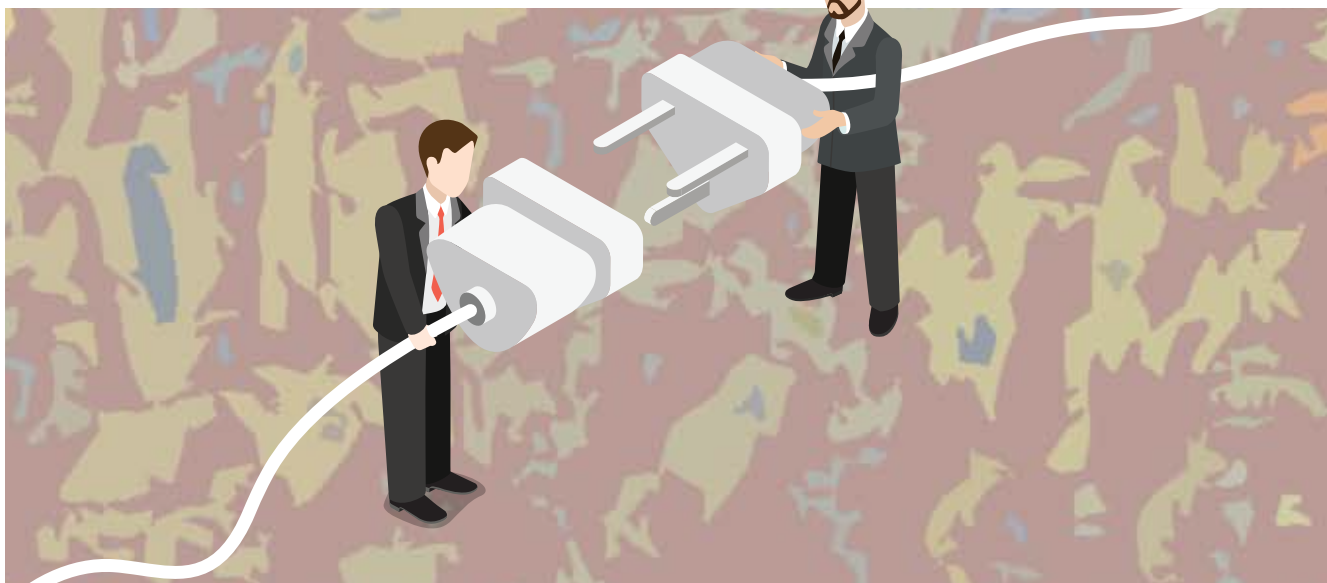
In addition to practicing Special Conversations, we cover the essential aspects of 'Mindfulness', and 'Systems Thinking' also in our Programs.

Depending on the complexity of your situation, M I N T can support you and your team with longer sessions, actual Negotiation support, one-on-one or group coaching, Retriums, audio and video assistance, reading material, and so on.

So, would you love to learn more about how you can start Negotiating with confidence?

Decide right away, give us a call. And let us begin Negotiating.





M I N T facilitates professionals to:

- Understand, prepare and plan negotiations from an all-party perspective
- Design negotiation strategies and execute them, using a resilient framework
- Expand the value pie when possible; and simply claim an honourable share
- Develop and sustain human and strategic relationships
- Develop strength in the Organisation itself, to rough it out in tough Negotiating environments, rather than in one or two 'heroic' individuals who are the 'designated' Negotiating Process Champs
- Overcome possible deadlocks, barriers, resistance, and obstacles far more easily, using easy-to-use-and-remember practical tools and an effortless, caring approach



The foundational M I N T Negotiating Program is a two-day experiential journey to facilitate learning on the following salient aspects —

- Decode the counter-intuitive aspects of negotiation
- A playful group activity to help participants understand their own style of negotiating
- Deep dive into — Connect & Collaboration
- Letting go of our own unconscious habits and defaults because that could hijack a ‘good’ negotiation
- Understanding Them; and building trust in the value chain; specific methods to avoid conflict situations
- Understanding Ego States at work in Negotiating scenarios, and how that might impact the dialogues
- Introduction to instruments of negotiation and their application
- The M I N T Resilience Framework
- Design Negotiation Strategies using the framework
- Fun, Play, and Learn: A Team game to recap learning effectively
- A Holistic Negotiation case study
- Case Study Deep-brief: The finer Nuances of Execution: unfolding the Negotiation Elements
- Learning; stakeholders at loggerheads due to conflicting goals; there is messiness, difficult trade-offs, hidden problems, unclear expectations, interests, faulty perceptions; vested interests, bargaining powers, and such...



The M I N T Negotiating Programs

Ninad A. Patil learnt most of what he knows as a 'Negotiator' over the past 24 years of his work-life, 16 of them with Tata Steel, and The Times Group, in various Leadership roles. He then harvested his wisdom with his on-going stint as a Facilitator in the Enhanskool community, a community of learning designers and facilitators. Reasons-why his M I N T Negotiation Programs combine the light and strength of experience and the heat and fragrance of wisdom.

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