



NEGOTIATION SKILLS FOR EVERYDAY LIFE 3.5 HOURS

NEGOTIATION is used when dialogue and collaboration break down. When disputes emerge and individual rights and interests are in conflict, both sides must be able to clearly articulate their wants and needs. An effective negotiator finds solutions that fill their own needs and the others' needs.

Successful negotiation is based on these skills:

- Listening respectfully to all parties
- Asking for what you need: making a proposal
- Recognizing creative and destructive conflict
- Differentiating possibilities and realities
- Knowing your own bottom line

NEGOTIATION SKILLS FOR EVERYDAY LIFE

Participants will enhance their negotiation skills during this 3½ hour workshop. “Maps” and tools for overcoming avoidance of conflict and the reluctance to ask for what we want, promote comfort with the use of negotiation at work and at home.

The workshop is designed to reinforce the value of negotiation in relationships.

SUSTAINED KNOWLEDGE THEORY

The workshop on Negotiation Skills for Everyday Life is based on the theory that shared and sustained knowledge is what helps communities survive. Practicing the skills of dialogue and negotiation increases the effectiveness of members of a community in conveying information and ideas. Openness to others' perspectives comes from the intention to determine what is good for the community as a whole.

Recent scientific research has shown that biology affects behavior *and* behavior affects biology, from genetic characteristics to acute response to stress. Social roles and biology, are not opposing explanations of human behavior, but are inextricably interwoven. This knowledge gives us a basis for the proposition that re-establishing community is not only possible and desirable, it may be essential for the survival of the human species.