

WOMEN IN NEGOTIATION

Women in Negotiation (W.I.N.) examines five key negotiation bedrock concepts, the characteristics skilled negotiators exhibit with respect to those concepts, and the distinct advantages women have to win in the negotiation arena. Full of practical application, the program ties in how women's innate characteristics, born from evolutionary twists and then sculpted by societal pressures, have resulted in The Female Five Negotiating Superpowers. The program sessions are fast paced and highly interactive, designed to accommodate various personality types, vast experience, raw aptitudes, and all levels of seniority.

"Never underestimate the power of being underestimated."

– Susie Maloney

WHO SHOULD ATTEND?

The program equips women (and men) with the negotiation, strategic communication, and conflict resolution skills they need to succeed in today's competitive world of work. Ideal for executives, directors, managers in all business areas, the program covers tools and techniques that can be applied to negotiations for contracts, job offers, promotions, procurement, and resource allocations. Aspiring leaders, team and project managers, lawyers, and accountants can also use the program techniques to effectively manage stakeholders and client relationships.



PROGRAM LENGTH

One day intensive



PROGRAM FORMAT

In person



DIVERSE NETWORK

Make meaningful connections across sectors

WHY CHOOSE W.I.N.?

Unique Design: W.I.N. is structured to be memorable, transferable, and applicable, involving a range of exercises, tailored case studies and scenario-based roleplays. The program facilitator is an in-demand professional negotiator, with experience in high-stakes negotiations for corporations, multi-nationals, and governments.

Interactivity & Applicability: The program is designed to engage participants actively in the learning process, with a culture of open communication, equality between participants and facilitator, and connecting concepts to participants' experiences. The learning is designed to be immediately applicable upon returning to the workplace.

WHAT YOU WILL LEARN

Develop process observation mastery to read the negotiation room

Sharpen your intuition and use it as an asset to detect and dissect the “aggregate of nuances” that shape our perceptions.

Decipher what is truly driving the other party. Identify hidden agendas, personal daggers, potential landmines, and gain deep understanding into what’s driving the other party’s need.

Develop techniques to avoid pushback, build in compliance, gain concessions and build rapport.

Unpack the systematic process of negotiation preparation, with a special emphasis on identifying and addressing assumptions – both your own and those of the other party.

PROGRAM BREAKDOWN

Mental Multitasking

Sharpen your ability to use both sides of your brain: IQ and EQ at the same time, even during heated interactions.

The Intuition Asset

Gain awareness of all influencing opportunities to use them strategically. Detect and dissect the “aggregate of nuances” that influence each other.

Other Party Diagnosis

Learn how to Identify hidden agendas, potential landmines and personal daggers. Gain understanding into “what’s behind” the Other Party’s needs.

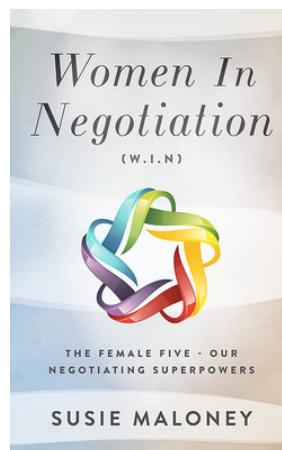
Navigate the Other Party’s Ego with Humility

Develop technique to avoid pushback, lock in compliance, gain concessions and build rapport.

Stay Authentic and in Power

Lean into your authentic self and devote energy capital on the task at hand.

ABOUT THE BOOK



The W.I.N program is based on facilitator Susie Maloney’s book, *Women in Negotiation (W.I.N.)*. Each W.I.N. participant will leave the program with supplemental material to anchor the program learning. This includes a copy of the book *Women in Negotiation (W.I.N.)*, along with program memory aids.

ABOUT THE FACILITATOR

Susie Maloney is a Professional Negotiator, Negotiation Architect/Strategist and a Negotiating and Influencing Trainer. She has worked both the front lines and behind the scenes for very high-stakes negotiations for corporates, multi-nationals, and governments.



Known for keen inter-personal skills and emotional awareness, she is highly sought after by clients from around the world. She provides negotiation strategy preparation, training and consulting, executive team leadership/special advisorship, and training design.




YOUR CREDENTIAL



Upon completion of this program, you will receive a **digital badge** via Credly to mark your achievement and celebrate your newly acquired skills. Digital badges are blockchain-encrypted credentials that are easy to share and verify

For more information on **Women in Negotiation (W.I.N.)**, please contact:

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