

# NEGOTIATE LIKE A PRO



**Advance**  
GENDER EQUALITY IN BUSINESS

**The aim of negotiation is not to “get a deal”. It is to get a good deal for all parties. Negotiation is an integral part of creating value for any organization. Women negotiate differently than men. Learn how to negotiate with authenticity.**

This workshop is especially designed for female managers. It will help you gain practice and insight into the best strategies of good negotiators as you build your own skills. We all negotiate. Your success depends on your personal skills as a negotiator. So, regardless of whether you are seeking resources for your project, a better salary or closing a high-stakes deal, this will help. Through a series of group exercises, you will learn how to execute proven tactics, refine your personal negotiating style and improve your ability to create collaborative and ethical win-win results in any situation. You can use these negotiating skills to positively impact business and personal situations. Be coached by a professional, eliminate blind spots you may have and take your negotiation skills to the next level.

## OUTCOMES

You will

- be equipped with concrete techniques to start and accomplish successful negotiations that get you the results you really want
- have practiced with a professional coach in a safe and low-stress environment
- have sharpened your presence as confident negotiator while maintaining high quality relationships
- increase buy-in and reduce resistance among stakeholders by differentiating positions from interests
- know how the timing of a negotiation impacts your results
- master the key aspects when negotiating with men (gender differences)
- be able to apply five key strategies that prove effective

## FACILITATION



Gabriela Müller Mendoza is founder of Gabriela Mueller Coaching International GmbH (2002), a socially conscious global coaching and training company that touches thousands. Through her dynamic and unique training programs, virtual courses, blogs and large seminars, she positively impacts women in over 80 countries. Gabriela helps professional women aim high and trigger actions to create results. Her clients are leading organizations in IT, telecom, banking, pharmaceuticals, sport management bodies, energy and global NGOs.

### Target Audience

- Mid-level high potential female managers with at least 8 years of working experience and ideally 3+ years of leadership experience
- Max. 25 participants from different Advance member companies

### Format

- One day workshop (1 credit per participant)
- Additional credits can be bought for 1'100 CHF per participant
- Language: English

### Registrations

- Via the member area of the Advance website

### Advance Skill Building for Rising Leaders

The Advance Skill Building workshops equip talented women with the core skills, capabilities and leadership mindset that are critical to climb the corporate ladder. Every workshop is also an excellent opportunity to meet peers from different Advance member companies, allowing you to broaden your business network.

For more information, please contact the Advance workshop coordinator at [contact@advance-women.ch](mailto:contact@advance-women.ch) / [www.advance-women.ch](http://www.advance-women.ch)

