

# MEGA-NEG

## Win Win Not Win Lose

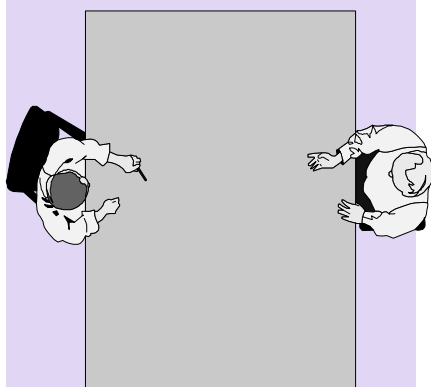
Do you want to build long term relationships where all parties believe they have something to contribute and gain?

Do you know people who believe they need to win 'what ever the cost'?

Is this attitude and behaviour damaging your performance?

Participants will be able to:

- Identify how their behaviour impacts on the outcome of the negotiation.
- Recognise why a win win situation is the best outcome
- Choose the most appropriate approach to ensure success.



### Application

Mega—Neg will reveal the strengths and weaknesses in an individual's negotiating skills. It will demonstrate how a traditional win-lose situation can be turned into a win-win one by adopting a shared approach to problem solving and creative thinking. Use it to show :

- how the outcome of a negotiation can be pre-determined by the attitude of the negotiators
- how creative thinking and an 'open' mind can improve the outcome of a negotiation
- how the area of negotiation can be expanded to improve the outcome of a negotiation.

### The Activity

A negotiation game in which two parties are pitched against each other in a situation where only one can win. Can the parties break out of the traditional adversarial approach to problem solving and find a mutually beneficial solution? What are their options?

### The Audience

Suitable for all those who need to improve their negotiating skills and involve creative thinking in order to solve problems.

### Duration

A period of 60 minutes is required for the activity and de-brief.

### The Package

Includes a tutor manual, objective cards and materials for 3 groups of between 5-12 members.

### Purchase Options

The game is sold as a stand alone package, further details are available on our web site.

**elgood**  
*effective learning for  
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