



## Mediation/Negotiation Training

### ProSidian Consulting Training & Knowledge Management Solutions

**LEARNING IS EVOLVING.** Leading organizations look for ways to maximize learning effectiveness by placing training and knowledge management initiatives in context with the needs of individual and group development. Learning has become the connective tissue between the organization's mission and those charged with carrying it forward. This connected learning motivates employees and aligns their needs with organizational initiatives. From a single course to an integrated multi-subject training pathway, we provide resources for training, coaching and knowledge management while enhancing your organization's reputation, performance, and bottom line. Learn more about our solution for Mediation/Negotiation Training: **INVEST / EMPOWER / DELIVER.**

#### Training Category

**Negotiation And Conflict Resolution:** The fact that conflict exists is not necessarily a bad thing: as long as it is resolved effectively, it can lead to personal and professional growth. Through an effective conflict resolution/mediation training framework, ProSidian trains you to solve the problems conflict has brought to the surface as well as maximizing hidden benefits such as increased understanding, group cohesion, and self-knowledge. Our conflict resolution/mediation training acknowledges the prevalent theories of conflict resolution with a thorough understanding of different styles of dealing with conflict. ProSidian trains participants on tools and methods to resolve conflict while forging greater teamwork, understanding, and self-knowledge. Participants gain knowledge of different personality types and, in consideration of their own personality and style, understand how to resolve situations with natural ease.

#### Expected Training Outcome

With ProSidian training on Mediation and Negotiation, each participant will gain an understanding/knowledge of techniques under different scenarios. The desired outcome is that the participant is sufficiently skilled and enhanced in the ability to conduct fair and impartial mediations and negotiations in various settings according to organizational policy that improve operating efficiencies while sharing newly realized knowledge with subordinates, peers, and work teams.

#### What You Will Cover

Prevalent theories of effective mediation, and negotiation: Tools and methods to resolve conflict quickly, effectively and in compliance with policy while using the opportunity to forge greater understanding, compliance and self-knowledge. Participants are exposed to relevant scenarios in a safe environment to enhance their conflict resolution, mediation, and negotiation skills while receiving coaching and reinforcement throughout the process.

#### Course Number: PC136NMT

#### Proposed Training

**Mediation/Negotiation:** Mediation and Negotiation is an integral part of the day to day activities many stakeholders (Grievance Hearing Officers, civil servants, etc.). The fact that conflict exists is not necessarily a bad thing: as long as it is resolved effectively, it can lead to personal and professional growth. Through an effective mediation and negotiation training framework, ProSidian trains stakeholders to conduct fair and impartial meetings in accordance with organizational policies. We work together to solve the problems conflict has brought to the surface as well as maximizing benefits you might not at first expect such as increased understanding, increased group cohesion, and improved self-knowledge.

#### Training Medium

In-Person Lecture

#### Class Size:

Minimum Class Size: 10 | Maximum Class Size: 25

#### Learning Methods

Various Methods Including (but not limited to): Webinar (WL) | Workshop (WS) | e-Learning (EL) | Consulting (CL) | Manager Led (ML) | Online Assessment (OA) | Self-Study/Print (SS) | Pretest/Posttest (PL) | Blended Solution (BL)

#### Who Should Attend

Mid-Level Managers; Grievance Hearing Officers; Employees At Any Level

#### Prep Duration

No Preparation Required

#### How You Will Benefit

Participants and their respective organizations receiving ProSidian training and facilitation on Mediation and Negotiation will gain knowledge with the goal of achieving new skills in Negotiation and Mediation while ensuring values and policies are aligned with job requirements.

A Trusted Resource For Negotiation And Conflict Resolution - Mediation/Negotiation Training In A Changing World



## Mediation/Negotiation Training

### **Real Results In Negotiation And Conflict Resolution For Mediation/Negotiation Training (Course # PC136NMT)**

There are no shortages of issues that keep business leaders awake at night. Whether it's finding sustainability and addressing competitive forces or identifying positions between strategic scope and strategic strength; No Doubt About It, The Organization With The Best People Wins. But perhaps no other topic creates the degree of concern - both short and long term - than developing human capital through Training And Knowledge Management.

#### **Invest:**

Business leaders and academics agree – only by having the right people at the right positions can your organization reach its potential. This means investing in training and knowledge management to empower your people to make the best decisions and drive innovation while maintaining compliance, quality, and performance.

#### **Empower:**

Knowledge truly is power. Whether it's finding sustainability and addressing competitive forces or identifying positions between strategic scope and strategic strength; No Doubt About It, The Organization With The Best People Wins. Training and knowledge yields the power to make the right decisions.

#### **Deliver:**

ProSidian delivers training through powerful tools and experienced experts. Our Negotiation And Conflict Resolution Training Solution delivers measurable results and creates a positive return on investment in human capital using frameworks for training and talent management derived from leading research and best practices.

### **Contact ProSidian For Training & Talent Management**

**Do you have a plan for Training And Talent Management? If so, ProSidian can help.**

Our professional trainers and facilitators provide government, business, and non-profit organizations with effective solutions in the areas of training, research, organizational development, and technical assistance.

Working with our clients, we draw upon a diverse group of resources, bridging academic, research, business, government, and theory with real-world business applications.

Learn More At [www.ProSidian.com/services/training/](http://www.ProSidian.com/services/training/)

Contact Us Via Email @ [Training at ProSidian.com](mailto:Training@ProSidian.com)

- Risk Management
- Energy & Sustainability
- Compliance
- Business Process
- IT Effectiveness
- Talent Management

