

Negotiating like a boss

Would you like to be paid what you're worth off? Are you fed up with being underpaid? Follow this workshop to learn how you can negotiate like a boss to make sure people won't take advantage off your time, energy and skills.

Phase

Pre-Production, Production, Post-Production

Subject

Sources of support

Target groups

Artists, Creative and Cultural Professions

Sectors

for all sectors, photography, visual and graphic arts, music, webdesign, dance, media, performing arts

Level of experience

for all levels, Beginners, Intermediary, Experienced

Prerequisites

None

Description

In this training people are taught how to use linguistics to manoeuvre themselves in to a good negotiating position to make sure you won't get underpaid.

Content

- » 7 Laws of negotiating
- » Features, advantages and benefits
- » EXACT structure.

Method

Neuro Linguistic Programming and sales techniques

Objectives

Raising awareness for the value of the own work, and improving chances to achieve proper payment

Results

Feedback from other people after following the workshop. They tried it in different situations and it helped people to get clarity how to consciously be involved in this conversation.

Resources

» Video projector

Evaluations

Online Questionnaire (Google Drive)

Support material

None

Duration

6 h

Participants

up to 12

Course language(s)

Nederlandse, English

Past track experience

since 2015

Trainer

Shanti Bisesar

Organisation

ROOTS & ROUTES Cologne e. V. (RRCGN)

Contact

Shanti Bisesar

Tested

under the project
Routes to Employment