



Negotiation Skills One-Day Open Course Overview

Negotiation Skills open course

Negotiate like a pro and reach a favourable deal!

We all have to negotiate. Some we will win, some we will lose. The principles are the same though.

During our results-oriented negotiation skills course, we'll highlight the negotiating skills and qualities you already use, introduce some new negotiation strategies and hone them all for more effective use. We'll help you to become a successful negotiator. Negotiation is a game, but if you learn to play it well your chances of winning will improve remarkably.

Our experienced trainers and negotiation experts are here to help you with practical skills for your personal development and success in business.

The content of each workshop will be shaped around the needs of the delegates, making the work relevant and practical.*

Ahead of the course, we'll provide pre-course preparation to get juices flowing and the mind focused...



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**Course Content*

Negotiating

- Behaviours, patterns and expectations
- Defining the skill of negotiation

Scale of Investment

- Simple vs. complex
- Investment in time, energy, preparation, tactics, emotion and creativity

Their World

- Understanding the other side's point of view and different styles of negotiation
- Cross-cultural negotiations
- Develop a greater understanding of people

Understanding the Rules

- Explore rules and beliefs about the process from negotiation experts
- Which rules help, which rules hinder
- Formal negotiation vs informal negotiation
- Individual negotiation vs collaborative negotiation

Types of Questions

- Different questions to ask in a negotiation
- Understanding the effect questions can have in the negotiation process

The Negotiation Game

- Our very own Negotiation Game!

Preparation

- Preparing for different negotiations and different phases of negotiations
- Looking at the purpose
- Desired outcomes and acceptable agreements for both sides
- Differences between an interest and a position

Steps to Effective Negotiation

- What steps are needed to get the best outcomes?
- Practising a wide range of easy-to-remember tools

What's In It for Them

- Understanding what a successful negotiation for someone else looks like
- Knowing their hot buttons

Negotiation Roles

- Conscious and unconscious roles in the negotiation experience
- The different phases of negotiation

Buying Signals

- Recognise indicators that someone may be ready to close a deal

Negotiation Strengths

- What makes you an ace negotiator?

Negotiation Skills one-to-one remote training

Benefits of One-to-One Skills Training

This Negotiation Skills course is available as a 2-hour, one-to-one remote session.

Choose your time. Have a briefing call from your trainer and off you go.

The content of each session will be shaped around your needs, making the work relevant and practical.

- A completely personal, in-depth, and confidential look at your specific issues
- Dynamic, empathetic, and highly experienced coaches
- Get to the heart of your issues with speed and effectiveness
- Delivered online
- Two hours of personal one-to-one attention
- Pre-assessment of the issues you want to cover

Contact details



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