



# NEGOTIATION SKILLS COURSE

Negotiation Skills training courses allow you to quickly learn effective negotiation and influencing skills. Negotiation Skills training courses help the team to be better prepared to apply effective negotiation skills, techniques, and strategies to achieve desired outcomes.

If you have a look at some of the negotiations where you didn't fare too well, can you identify a recurring skills gap in negotiating? You might even be a little reluctant to admit it. But more times than not, a poor negotiated outcome is a result of poor negotiation planning. In-house Negotiating Skills Courses work best as they can be tailored to the pattern of the negotiation. We will design negotiation simulations specific to your organisational context.

## KEY COURSE CONTENT

- Plan and prepare for negotiations
- Identify and overcome the conflicts that occur during negotiation
- Apply the most appropriate style of negotiating based on the situation at hand
- Understand the other party's needs before the negotiation takes place
- Calibrate opposition thinking styles
- Overcome dirty tricks and gambits often used in negotiation
- Invent win-win outcomes for both negotiating parties
- Understand different personality styles
- Get beyond No
- Understand the psychology of negotiation when dealing with different genders, ethnicities, generations and personality types



### Target Audience

Managers and employees



### Duration

Available as a full-day or half-day course



### Delivery

Available in-person at your organisation/venue, or virtual



### Group Size

Recommended 4 to 10 participants



### Takeaways & Resources

Participants receive a certificate of completion (including Continuous Professional Development hours) and opt for a free follow-up refresher course with the original trainer

## GET A QUICK QUOTE

Let us know if you'd like a free, no-obligation quote for your organisation

