

Art of negotiation

This is an interactive workshop designed to develop skills in negotiation and the confidence to apply those skills.

Program Outline

The Workshop will cover, amongst other topics:

- Defining negotiation
- Methods of persuasion and how/when to use them
- Planning & Preparation
- Phases of negotiation
- Techniques & Tactics
- Dealing and influencing with people
- Tips for successful negotiation
- Information control

This intensive Workshop will include

- Multiple opportunities to perform each followed by feedback
- Genuine interaction in the dynamic of a real negotiation
- Combination of practical techniques and the opportunity to apply them

Benefits to the delegates

By the end of the workshop, delegates will be able to:

- Describe the process of negotiation
- Employ a variety of persuasion methods to achieve their goals
- Distinguish the phases of negotiation and the behaviours appropriate at each phase
- Identify the importance of preparation and planning in determining the outcome of negotiations
- Develop appropriate preparation for negotiations
- Recognise and neutralise tactics used by the other party

Benefit to the organisation

To equip delegates with skills in influencing and the confidence to apply them to achieve better results in commercial negotiations.

Duration & level

2 days. Intermediate level program

Who should attend?

All those involved in negotiations who wish to further develop their skills