

Negotiation Essentials

This practical one day workshop is aimed at delegates who are involved in negotiations and need an introduction to the skills and process in commercial negotiations

Program outline

- Methods of persuasion and their application to influencing in business;
- "Golden Rules" of persuasion: how to influence others effectively
- How to detect and deal with the other party's attempts to influence you;
- What are the different phases of the negotiation and what to do
- Objective setting

Benefits to the delegate

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

- 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

Benefits to the organisation

This workshop will equip delegates with the skills necessary to positively influence commercial negotiations in their favour.

Duration & level

1 day. Introduction level program

Who should attend?

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