

Executive Coaching Personal & Management Development

COURSE OUTLINE

Course Title:	Negotiation Skills
Category:	Personal Development
Duration:	2 Days

Key Objectives:

Using negotiators who approach negotiation with confidence will impact on the bottom line of your business and improve profitability. This course will introduce your negotiators to this key management skill.

By the end of the workshop you will:

- Understand the process of negotiation
- Know instinctively, when negotiating, where one is in the process
- Use and recognise the 20 negotiating gambits
- Know your negotiating style
- Gain “win-win” negotiating agreements every time

COURSE CONTENT

- Aims of the programme
- The Negotiation Process
- “Win-Win” negotiating
- Forces of negotiating and gambits of negotiating
- What is a good deal?
- Group exercises
- Case Studies
- Strengths and weaknesses that can be worked upon
- Applying it to my business
- Action Plan

WHO SHOULD ATTEND

The programme is aimed at managers and senior managers who wish to understand the negotiation strategies and achieve win-win negotiations.