

Negotiation

A one-day workshop to enable delegates to develop techniques in negotiating and influencing skills to control and direct events towards a successful agreement

Who is it for?

Any managers who want to improve on these valuable skills would benefit from this workshop

What do I get out of it?

- ✦ Identify work situations where negotiation and influencing skills are required
- ✦ Plan and prepare a case for negotiation
- ✦ Consider behaviour concerns and conflict
- ✦ Review personal negotiating and influencing styles

Course Overview

- ✦ Principles of negotiation
- ✦ Power and influence
- ✦ Preparation and planning
- ✦ Structuring negotiation
- ✦ Negotiation behaviour
- ✦ Personal style

What's it about?

Negotiating and influencing skills are essential for effective communication and successful outcomes. Through practical exercises, style reviews and group discussion delegates will explore how to increase their ability to control and direct events towards a successful agreement

