

COURSE OUTLINE

Negotiation Skills - Advanced

Who is it for?

This workshop is aimed at managers who are involved in complex, high-level negotiations

What is it about?

Delegates will have the opportunity to discuss, develop, test and explore a variety of advanced negotiation tools and techniques in a strategic context.

What will it cover?

- The core negotiation process
- Key principles and negotiating
- The importance of planning
- ZOPA and BATNA – creating flexibility without weakness
- Verbal and non-verbal communication skills in the negotiation process
- Using persuading and influencing techniques to achieve your goals
- Reading the personal style of others and adapting your own personal style accordingly
- Team negotiations – essential roles and responsibilities

What will I learn?

- A review of your interpersonal skills to optimise successful negotiations
- Interpreting and adapting your negotiation style
- Strategies and tactics to adopt when dealing with highly experienced negotiators

Duration

2 days