

Negotiation Skills

Overview This programme is about the application of best practices, principles and concepts in Negotiation. The key focus is on experienced negotiators facing complex, risky or unfamiliar situations.

High-level aims are to :

- Describe the key skills in Negotiation.
- Identify and consider dealing with barriers to Negotiation.
- Plan and practice a number of strategies.
- Recognise how and when to make concessions.
- Practice through simulation and feedback via a real life case study.

Interactive content with strong focus on delegate contribution and work based practical application of key learning's. Delegates are encouraged to share upcoming negotiations and may plan their approach during the programme.

Content Reflect on the art of Negotiation ?
Preparing to negotiate
Rapport and Influence
Personalities and managing conflict
Win Win Goals
Assertive / Aggressive / Passive
Strategies and when to use concessions
The Environment
Delegates practice through simulated work based example
Review and Commitments

Duration 2 Day

Location Flexible



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