

# Negotiation Skills



## Program Focus

In the modern business age, of business partnerships, long term relationships and trust the old rules of negotiation no longer apply. We need more skill, more flexibility, and a wider scope to get what we want. This is what this course is about, redefining negotiations and redefining the results that we can achieve. Imagine not having to give into dirty tricks, being able to avoid getting boxed into a corner. Imagine having the power and being able to create a lasting agreement that is the basis for future co-operation and development that gives everybody what they want. Imagine having the art of negotiation

## Course Highlights:

### Introduction:

- Understanding the key skills require for successful negotiation
- The negotiation process

### Preparation:

- Setting your minimum and maximum objectives
- Creating a negotiation plan
- Identifying concessions

### Creating a climate:

- Using effective questions to determine a negotiators maximum and minimum
- Learning the right questions to ask
- Avoiding deadlock
- Keeping the negotiation moving
- Creating a long-term relationship

### Strategies:

- Recognising different tactics – how to counter them
- Creating your own strategy

### Closing:

- Closing techniques

**Course Duration - 2 days**

**Course cost - £795.00 per delegate (plus VAT)**