

Negotiation Skills

Having the confidence to enter into a negotiation knowing your preferred outcome, walk away position and the use of concessions are key steps on the path to a win:win situation. Having the opportunity to practice new skills in a 'safe' environment will help grow that confidence..



Who is it for?

This programme is ideal for anyone with little experience in negotiation who negotiates on behalf of their organisation, whatever your role if you are looking to get the best 'win-win' deal.

Benefits

From attending this course people will be able to:-

- Explain the role of negotiation in a commercial business
- Describe the four possible outcomes of a negotiation, including win/win, and the impact on the business
- Apply the methodology of Principled Negotiations
- Plan an effective negotiation strategy
- Undertake a successful negotiation
- Describe the post negotiation activities that are required to be undertaken

Content

- Advantages of negotiated settlements, types of negotiation and when to negotiate
- Principled Negotiation
- The importance of planning and research
- Negotiation tools; Range; Walk Away Position; Most Favourable Position; Target Realistic Position; Inexpensive Valuable Trades; What is your Best Alternative to No Agreement (BATNA)?
- Post negotiation activities

This list is not exhaustive so please talk to us if you don't see what you are looking for

Why X Learning?

Our training avoids the 'dull and boring' tag. We make this subject lively, fun, interesting and above all relevant by:

- Drawing learning from day to day events within the business
- Allowing participants to directly reflect on the organisation and the job they do
- Incorporating high levels of interactivity, for example:
 - Running light hearted but focussed business games
 - Using live company data where possible
 - Providing realistic case studies
- Cutting out the jargon and keeping things simple
- Encouraging group work
- Catering for different learning styles and providing multi sensory input

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
our office on 01908 632713 or **email** office@xlearning.co.uk



Programme length options; full day or 2 days depending upon your requirements

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