

Negotiation Skills & Strategies

You are a Negotiator!



Negotiation is a common daily practice in our personal and professional lives. This course will teach you how to improve your negotiation skills and persuade strategically and successfully!

*This course will equip Leaders and those who practice negotiation as part of their job, with the **NEGOTIATOR'S TOOLKIT**:*

- A good Negotiator will spend more time listening than talking. You will learn how to develop sharp and **Effective Listening Skills**
- You will learn how to **Argue Effectively and Powerfully**, without damaging business opportunities and interpersonal relationships
- You will learn about different **Types of Conflicts** and how to handle them
- You will learn techniques to **prevent Conflict Escalation**
- You will discover your own **Negotiation Style** and learn to perfect it for better results
- The importance of **Soft Skills in Negotiation** to effectively deal with Resistance, Blind Spots and Emotions during negotiations
- You will learn how **Culture** affects negotiations, and how effective **Communication techniques** can help overcome this gap
- **Walk & Talk Negotiation**: learn the step-by-step process of Negotiation, including BATNA, RV, ZOPA etc.

Course material

Participants receive a reader compiled specifically for this course by the experts of **InTop Professional Training & Testing**.

Certificate requirement

Minimum requirements:

- 80% attendance
- Completion of the final exam with a passing score.
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Duration & time

The course consists of 8 sessions of 2½ hours from 6:30 pm – 9:00 pm.

Costs

Please contact us so we can prepare an attractive offer for your training needs!

Payment in installments

(weekly/monthly) is possible and has to be separately agreed upon.



Conflict is good in a negotiation process... it's the clash of two ideas, which then, all being well, produces a third idea. - Luke Roberts