

Negotiating Successfully

This workshop is designed for those who are involved in business negotiations with third parties, whether they are internal or external. The workshop will improve the business based negotiations skills of those who attend.

Attendees will be able to:

- Identify the types of negotiation
- Identify their own influence style
- Prepare effectively for negotiation situations
- Planning a strategy for negotiating
- Identify the stages in negotiation and when to move from one to another
- Identify tactics and use countermeasures to minimise their effect
- Demonstrate the importance of currencies and flexibility in negotiations
- Identify win-win outcomes

A mixture of input, small group work, team and individual negotiation role-plays, discussion and feedback.

Workshop duration: 2 days