

Overview

This course is designed to provide insights into successful negotiation strategies to aid individuals in their ability to negotiate at all levels. This translates well for use in both sales scenarios and to create win/win situations around day to day tasks and dealings with colleagues, suppliers and clients.

Who is it for?

For individuals who are either new to negotiation or want to increase their confidence levels that will enable them to create effective modes of negotiations that benefit all parties involved.

Course content to include...

- Defining what effective negotiation is and why it is important
- Planning and setting boundaries
- Making a good first impression
- Confident behaviour and how to pitch ideas with presence
- Effective communication techniques to aid negotiation
- Building rapport instantly and with differing personalities
- Understanding body language and voice & how to use them to influence
- Personality profiling to aid negotiate with different personalities from your own
- Effective questioning & listening techniques
- Communicating a clear message
- The negotiation model & how to gain agreement

By the end of the course learners will be able to...

- Understand how to adapt behaviour to gain results
- Communicate key messages & outcomes more clearly
- Use a defined structure to negotiate

"Making sense of things that I & others do - with humour, energy & focus & presenting new options & ideas."

