

Negotiation Skills

1 Day

Effective negotiation helps you resolve situations where what you want conflicts with what someone else wants. Develop skills to influence your colleagues and managers, persuade others to take ideas on board, resolve conflict and negotiate agreements. Learn to be flexible in your approach to negotiation, prepare your influencing strategy, recognise unfair tactics and steer negotiations towards productive end points.

What you'll learn to do in this course

You'll come out of this session with powerful tools influencing and negotiating. We'll bring theory to life and tell you how to succeed. A range of practical tips will be presented to you. You'll talk through examples and enjoy practical exercises. At the end of the course, you should be able to:

- Define negotiation
- Adapt your negotiation style to your situation
- Create a negotiation map
- Plan your approach to negotiation
- Use key negotiation tools
- Speak the language of influence
- Recognise and respond to dirty tactics

Topics you'll cover

- Defining negotiation
- Key approaches to negotiation
- Preparing and planning
- Tools and tactics
- Persuasive language
- Handling dirty tactics

“think
learn?
succeed”

“Smart training for clever people”

What others have said
about our courses...

“Very professional and good content. Thank you. I have learnt a lot of new tools and activities to take back to my team.”

“Enjoyed course and felt presenter was engaging and interactive with group.”

“This was a course that I could take the material and relate to my circumstances rather than have to take the ideas and materials and translate into what I needed.”



Book your training NOW

Call Eleanor Shakiba on 0433 126 841

Download course information at
www.thinklearnsucceed.com.au