

Effective Negotiation Skills

Managers negotiate almost every day, with customers, colleagues and suppliers. The absence of effective negotiating skills will undoubtedly have a detrimental effect on the organisation's performance.

This course coaches managers in how to approach all types of negotiation positively and confidently. Effective negotiation skills will help participants to understand how negotiation methods can be used to achieve better results and greater success, greatly improving organisational performance.

course details

Course Duration

One Day

Course Cost

£950

Maximum Delegates

This course is designed for up to 10 delegates

Training Location

Training can be run at any venue

Participant Profile

This course is aimed at:

- Newly appointed Managers and Team Leaders
- Managers and Team Leaders who want to increase their organisations success

Key Topics

Participants will cover:

- What are negotiation and non-negotiating activities?
- Joint problem solving
- Submission and avoiding deadlock
- The four phased model
- Negotiation cycle
- Win-win negotiation

Course Benefits

On completion of this course, participants will understand:

- How to identify, employ and improve negotiation skills
- How to plan and prepare for negotiations
- How to trade effectively
- How to trade conditionally using variable and package options

client testimonial



A very professional, entertaining, enlightening and relevant course. I am now more aware of the negotiating process.

Shaun Porter, **Procter Brothers**

You may also be interested in...

Assertiveness at Work

Designed to give participants the ability to formulate and communicate thoughts and opinions in a clear, direct and non-aggressive way.

Dealing with Difficult Customers

Designed to look at the day to day pressures of people being aggressive, rude, impatient or uncooperative, and how to deal with those situations.