



ADVANCED NEGOTIATING SKILLS

"The art of negotiation is not to defend your position but to understand the other side's position." - Nelson

Learn advanced negotiation tactics and strategies to quickly close deals and reach agreements. In this course, you'll gain an in-depth understanding of the negotiation process including communication, persuasion, and conflict resolution. You'll learn how to create durable solutions that benefit both parties, and understand the dynamics of power and trust in negotiations. You will be equipped with tools for analyzing common scenarios and discover effective negotiation strategies for the toughest situations. Whether you're dealing with business partners or direct customers, you will develop the skills and confidence needed to handle any negotiation.

Key Course Content:

- Recognize success metrics before the negotiation.
- Accurately hypothesize the MBTI personality types of critical players.
- Feel comfortable negotiating with megalomaniacs.
- Stretch every concession request.
- Analyse opposition thinking styles.
- Calibrate a situational precedent scale.
- Explain behavioural scientist's findings on tonality, environment and the role of confidence.
- Agree and tailor the closing agreement.
- Creating perceptions of value to tip the balance.
- Understand how to dismiss opposition ideas without causing offence.
- Pepper in some NLP communication techniques to build connections.



Target Audience:

The course can be tailored for the specific cohort whether it be the leadership team, another group of managers/team leaders or employees.



Duration:

This course is available as a 1-day course or a truncated half-day course.



Delivery:

This course can be delivered both in-person or virtually. For virtual delivery, we can use our virtual platforms or your organisations.



Group Size:

We recommend a group size of 4-10 people.

GET IN TOUCH: ☎ 1300 323 752 | Deborah: ddear@preftrain.com ✉ | 🌐 preftrain.com