



# OLIGOPOLISTIC NEGOTIATION SKILLS

"The art of negotiation is the art of compromise." - Napoleon Hill

Negotiation skills are essential to success in life and in the workplace. This course provides an overview of key strategies and techniques for successful negotiation. You'll gain an understanding of the psychological and practical aspects of negotiation, such as establishing ground rules, building trust, active listening and effective communication. You'll also learn how to handle the most challenging negotiation scenarios, like complex multi-party negotiations and how to use mediation and non-adversarial approaches. Through a combination of lectures, activities and role plays, you'll have the opportunity to hone your skills and develop your confidence in the negotiation process. This course is perfect for anyone looking to improve their problem-solving and communication skills in business or in everyday life.

## Key Course Content:

- Plan and prepare for negotiations.
- Reduce the perceived bargaining power of these organisations.
- Understand the drives and motivations of the other party.
- Apply the most appropriate style of negotiating based on the situation at hand.
- Describe the organisational behaviour of these oligopolies.
- Explain the other party's needs before the negotiation takes place.
- Overcome dirty tricks and gambits often used in negotiation.
- Invent win-win outcomes for both negotiating parties.
- Discuss different personality styles.



## 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.