



NEGOTIATION SKILLS

“The single and most dangerous word to be spoken in business is no. The second most dangerous word is yes. It is possible to avoid saying either.” – Lois Wyse

We have all been involved in situations that required us to negotiate whether at home or at work. Most of us feel uncomfortable in such situations because it involves some degree of conflict. It is important to understand that negotiation is simply a process. Once you understand how it works you will be more confident and skilful in negotiating better outcomes.

Negotiation skills training courses allows you to quickly learn effective negotiation and influencing skills. It will help you to be better prepared to apply effective negotiation skills, techniques and strategies in order to achieve desired outcomes.

NUTS AND BOLTS:

Would you like to attend this program?

For maximum effectiveness, this course is best conducted as an in-house program.

Venue: For your convenience, you can choose to conduct this course at your workplace. Alternatively, we can provide a training venue at a small additional cost.

Duration: Each course can be tailored to suit your timeframes.

Look at what you receive within 24 hours at no cost:

- An obligation free proposal
- A bio of a proposed trainer
- Training cost

Key Learning Outcomes:

At the conclusion of this course, participants will be able to:

- plan and prepare for negotiations
- identify and overcome the conflicts that occur during negotiation
- apply the most appropriate style of negotiating based on the situation at hand
- understand the other party's needs before the negotiation takes place
- calibrate opposition thinking styles
- overcome dirty tricks and gambits often used in negotiation
- invent win-win outcomes for both negotiating parties
- understand different personality styles.
- get beyond 'no'

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PREFERRED TRAINING
NETWORKS