

Negotiating Successfully

Duration: Two days

Negotiating is a skill that is needed in every part of life, from winning a deal, to bargaining with suppliers and managing relations with employees. This course covers the principles of managing these conversations so that we come away with a satisfactory outcome and good relationships for the future.



image CC jonny goldstein

Why Attend?

- To learn the key principles of successful negotiations
- To know our worth and the value we bring to a negotiation
- To practise negotiating in a safe environment.

Who Should Attend?

- Anybody who is responsible for negotiating contracts
- Anybody working in sales

Topics Covered

- Different negotiating styles
- Why we should work towards WIN-WIN
- The psychology of a trade
- Knowing your position
- Dealing with negotiating tactics
- A step-by-step process to follow in negotiations

By the End of the Course Delegates will

- feel more confident about conducting negotiations
- be able to secure greater value from the negotiations they undertake.