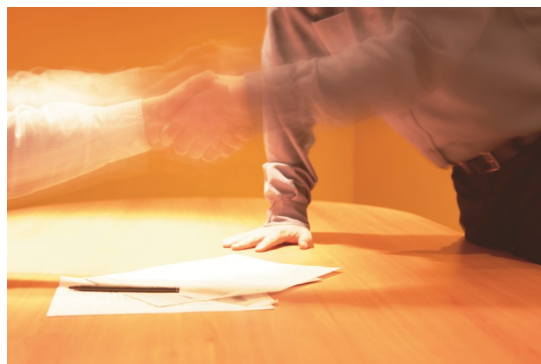


The highly skilled negotiator

2 day workshop programme to help negotiators to develop their interpersonal and planning skills

call: 01392 580560



Workshop style and approach

A highly interactive workshop, using a mix of formal presentations, case studies, role play exercises, self assessments, presentations and group discussions.

Delegates have the opportunity to learn, develop and practice the skills taught using a variety of hands-on exercises that encourage participation, reinforcing and building on the comprehensive course materials provided.

By attending you will discover how to:

- apply a framework of preparation and delivery to all negotiations to build success
- use questioning to reveal the interests of other parties in the process
- develop a framework for planning and conducting negotiations
- apply principles of emotional intelligence during negotiating
- succeed in resolving disputes
- development counter-arguments and resilience to common ploys in negotiation

Who is the workshop aimed at?

This two-day programme is aimed at directors and managers who have gained some experience in the field of negotiation and want to develop their skills.

Anyone who can benefit both financially and also in terms of their reputation by being a better negotiator will see good return on an investment in attending this programme

The workshop will feature:

- The popular terminology which is used in negotiation and dispute resolution
- Researching stakeholders to ensure that you are well informed before commencing negotiation
- Understanding personal and interpersonal skills and how to manage emotional intelligence during negotiations
- Preparing opening pitches based on convincing arguments to ensure success
- Exploring the interests which lie behind positions in negotiation