

Negotiation Skills

Gain practical, powerful and highly effective negotiation skills.

Synopsis

Participants in this workshop will gain skills in acquiring tools for negotiation planning; develop the ability to negotiate for positive outcomes; create maximum value solutions and communicate skilfully and persuasively.

Course Topics

- Introduction to negotiation
 - Negotiation exercise
- Negotiator role and responsibilities
 - Integrative vs distributive negotiations
 - Positional bargaining
 - Interest bargaining
- Planning and research
 - Negotiation planner
- The negotiation flow chart
- Negotiator skills and characteristics
- Identifying opportunities
- Process considerations
- Power, negotiation motives and tactics
 - Types of power
- Key Learning
- Action plans

Course Details

Delivery:	Inhouse or Virtual
Structure:	Interactive Workshop
Time:	4 hours
Class Size:	Max 15
Cost:	On request

The Trainer



With over 32 years' experience in the human resources and management consulting fields, Narayan has provided a vast array of training and services to a range of organisations, including Local, State and Federal government agencies.

Narayan provides a very strong adult learning focus to his training. He ensures that it is experiential, practical and closely linked to workplace needs and realities.

He is also consistently described by clients as highly enthusiastic, creative and dynamic in his approach.