

Negotiating for Success

Don't walk away saying "if only....."

Workshop overview

- The importance of preparation and planning a strategy
- The negotiating steps
- Establishing objectives and the bargaining arena
- Negotiating with confidence
- Analysis of the different styles of behaviour and their impact on successful negotiation
- Trading concessions for a "win win" outcome
- Handling difficult situations without becoming confrontational
- Using different negotiating tactics
- Handling deadlines and breaking deadlock
- Understanding the limits of power and authority

Related workshops

People who have attended this workshop have also benefited from attending:

Communication Skills

Presentation Skills

Influencing and Persuading

Workshop details

£240 plus VAT

One day workshop, small group size of eight maximum. Individual and group exercises with feedback.

Who for?

Well, basically everyone really. We all negotiate with someone for something every day - with customers, suppliers, bosses, colleagues, friends and family.

Why do it?

Many negotiations turn into, or indeed even start out as, confrontational situations. However, a good negotiator knows that the art, or skill, of successful negotiation is not about winning at any cost. It is about creating success for all parties involved – "win win" not "win lose".

What do I get?

A structure applicable to every negotiation.

An understanding and awareness of the games that we all play.

An opportunity to practise and receive constructive feedback.

Identification of preferred negotiating style.

Ways to book

- 1 - Download, complete and send back the booking form
- 2 - Send an email to: info@forthorstedtrainingacademy.co.uk
- 3 - Simply ring 01634 823205

Full terms and conditions can be found at www.forthorstedtrainingacademy.co.uk

