

Negotiation Skills Training

Training program Contents:

- Pre-bargaining phase (7 parts)
- Bargaining Phase (6 parts)
- Closure Phase (4 parts)
- Overall Elements:
 - a) Attitude: Understand and identify different behavioral styles and adapt as necessary.
 - b) Communication Skills: Apply techniques for successful negotiation by successfully answering case studies and participating in practice cases.
 - c) Planning: **Win-Win, Win-Lose, Lose-Lose: Understanding Negotiation Outcomes****
 - d) Evaluation: Recognize dirty tricks and tactics.