

Negotiation Skills Training

In this training/workshop program, participants will learn to determine if they will win or lose before a negotiation even starts, to spot dirty tricks from a mile away, to take the essential steps of a skilled negotiator, and more

Overall Outlines:

- Pre-bargaining phase (7 parts)
- Bargaining Phase (6 parts)
- Closure Phase (4 parts)
- Overall Elements:
 - Attitude: Understand and identify different behavioral styles and adapt as necessary.
 - Communication Skills: Apply techniques for successful negotiation by successfully answering case studies and participating in practice cases.
 - Planning: **Win-Win, Win-Lose, Lose-Lose: Understanding Negotiation Outcomes**
 - Evaluation: Recognize dirty tricks and tactics.
 - Training Program Duration 12 Hours