

Communication Training: Negotiation Skills Workshop (SNEGO, 2 jours)

Description

The course Negotiation Skills Workshop (Communication Training) teaches you how to negotiate. The training includes techniques that allow you to interpret actions & language in order to predict the likely outcomes of a course of action. You learn to formulate strategies that will get you closer to what you want through strategic & focused negotiation.

Tarifs

- Tarification: \$1,500/person
- Rabais de 10% lorsque vous inscrivez 3 personnes.

Plan de cours

Negotiation Essentials
Negotiation pitfalls?	
Understanding your Tendencies	
Understanding Assumptions	
Know your Opponent	
Choosing between a Competition or Collaboration	
How and When to make a First Offer	
Becoming a Better Negotiator
The Art of Principled Negotiation?	
Being Creative	
You got to know when to say Yes, You’ve got to know when to walk Away	
Forming Coalitions and Alliances?	
Using Independent Criteria	
Let’s Do It
Preparing for a negotiation?	
Dealing with Emotions	
Dealing with Difficult People	
The Art of Persuasion	
Negotiation and Conflict	
Performing a Negotiation and Debrief