

Effective Negotiating

During this 2-day course participants will learn different strategies for effective negotiations, build stronger relationships and create win-win situations.

Course Objectives

By the end of the course, participants will be able to:

- Define negotiation and identify the steps required for proper negotiation preparation.
- How to negotiate effectively with different personality styles.
- Define principled negotiation and identify the four steps in the negotiation process.
- Learn effective bargaining techniques and options strategies for mutual gain and move negotiations from the bargaining stage to closing.

Learning Topics

- What is successful negotiating
- Negotiation with different personality types
- Preparing for effective negotiations
- The First steps of negotiation
- Idea Exchange and Bargaining Tools
- Handling Objections
- The Closing Process

Timing & Delivery

The total instructional time needed to complete the program is 12 hours. This is most typically delivered in a 2-day classroom format with a suggested timeframe of 9:00 am to 4:30 pm to accommodate for lunch and breaks.

Contact Anne-Marie Hayward at amhayward@coachedbydesign for pricing & details.