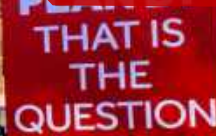




**We already
have the
BEST DEAL**

NEGOTIATION SKILLS TRAINING



**THAT IS
THE
QUESTION**

**NOT
GOING
WELL
IS IT!**

**YES
THEY
VE DON'**

Simply put this training is about the skills, practices and techniques required to get to "Yes"

Key Focus Areas

- Building rapport
- Active questioning and active listening
- Negotiation strategies vs negotiation skills
- BATNA's (best alternative to a negotiated agreement)
- MESO's (multiple equivalent simultaneous offers)
- Contingency planning
- Managing conflict & difficult conversations
- Preparation and background knowledge
- Creating a negotiation plan
- Playing to your strengths
- Emotional Intelligence and assertiveness
- Preparation is everything

Webinar Duration:

- 2-3 hours – to include:
 - 2 x 50 mins content sessions
 - 15 minutes comfort break.
 - 15 mins Q&A

Other Formats Available:

- In person – 1 Day
- Blended virtual and in-person
- 1 hour 'workout'

Who Should Attend

- Sales, recruitment, HR, a leadership role, purchasing ... no matter who - you will all at some point have to negotiate a 'best possible' deal for yourself and your colleagues.

What's Included

- Facilitated Content
- 1 or 2* Dedicated Facilitators
- Follow Up PDF '*Postscript*' notes

* 2 facilitators over 20 persons

Budget For Webinar Delivery

- £75 / Person
- £250 set up Fee
- Min Budget £500
- All prices excl Vat

Other Format Budgets

- Please Enquire
- All prices excl Vat

Bespoke Content

- Bespoke organisational content can be added – Please Enquire

QUESTIONING | LISTENING | WIN - WIN | PERSUASION

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