



NDK Changing, Training, Speaking

NEGOTIATING FOR SUCCESS

This fascinating and highly practical course is for anyone who has to negotiate as a regular part of their work.

Negotiating successfully has a structure. The structure can be modelled, taught, learnt and applied. This course introduces a series of negotiating techniques and skills that are contained within a well-proven structure of excellence.

Aims -

- To establish the ways in which individuals can apply certain techniques in order to achieve more effective and productive results with others.

Objectives -

- To understand the concepts of negotiating, persuading and influencing.
- To learn and practice techniques used to negotiate, persuade and influence.
- To have even greater self-confidence and improve ability to effectively negotiate, persuade and influence staff members at all levels.
- To competently and confidently liaise with internal and external customers, using beneficial negotiating, persuading and influencing skills.
- To establish personal strategies to create win/win results
- To recognise and make effective use of body language in negotiation situations
- To add to the range of techniques and tools available to use in negotiation situations

Content -

- The skills required in negotiation
- The structure of negotiating success
- How to reach compromise and recognise concessions
- Maps of the territory
- Think 'win-win' to get great results
- Practice in negotiation skills
- Recognise when negotiation is not negotiation
- Action planning for change

Workshop ethos and comfort factors ☺

- The session will start and finish on time with the appropriate comfort breaks.
- Delegates should wear comfortable casual attire.
- All delegates should come prepared to take part in the activities and be assured that their contribution will be valued.
- Refreshments will be provided.

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