



ZING365
Learning without limits

NEGOTIATION SKILLS

WHAT WE WILL COVER

- Types of negotiation styles
- What makes a good negotiator
- Planning negotiation strategy
- Core methods and tactics of negotiating
- Dealing with challenging negotiators
- Closing the negotiation and achieving the desired result

SUMMARY

This course will help develop skills and techniques to become more an effective negotiator with improved confidence and results.

It aims to change attitudes and behaviours when it comes to influencing and persuading others, resulting in negotiating effectively and competently.

The content will include the preparation and execution of effective negotiations by following tried and tested methods and skills, and will look at both internal and external negotiation scenarios.

PRE/POST WORK

- None

OBJECTIVES

By the end of this course you will;



Define and understand negotiating style and how they can be adjusted for different situations



Build rapport and improve relationships



Confidently direct negotiations towards the desired outcome



PART OF THE DWF GROUP