

Strategic Negotiation for Effective Results

A 2-day workshop for corporations, government institutions, and medium-sized enterprises

Course Objectives

- Understand and apply effective negotiation strategies and techniques in dealing with people
- Determine personal strengths and weaknesses in negotiating by matching personality types with the negotiation strategies
- Use essential body language techniques to increase control of the negotiation
- Communicate with the right words and persuasion techniques
- Avoid the negotiation can't dos that will jeopardize the control of the negotiation

Who Should Attend

Supervisors, executives, and managers from all management fields, both technical and non-technical

Module Outline

Module 1: Understanding Negotiation

- Negotiation Fundamentals
- Negotiation Types

Module 2: Effective Negotiation Strategies

- Planning and Preparation
- Strategies:
 - Accommodating
 - Collaborative
 - Avoiding
 - Competitive
 - Compromising

Module 3: Identifying Personal Strengths and Weaknesses in Negotiating via Personality Types

- Determine your type of personality using personality tests
- Matching personality types with the negotiation strategies to determine personal strengths and weaknesses in negotiating

Module 4: Effective Negotiation Techniques

- Pull Technique
- Push Technique
- Pull-Push Technique
- 5 common mistakes in negotiation

Module 5: Cogent Communication for Negotiation

- Adopting the 3Ts of persuasion in coaching
 - Thought (Reasoning)
 - Tenderness (Emotional appeals)
 - Trust (Gaining people's trust)
- 5 powerful communication tips for better negotiation results
- Golden phrases that will help you gain the upper hand
- Mirroring technique