

Developing Negotiation Skills

Duration: 1 day

Course Overview

Welcome to the "Developing Negotiation Skills" workshop! This intensive workshop is designed to equip participants with the essential tools and techniques to become proficient negotiators. Negotiation is a fundamental aspect of both professional and personal life, and mastering this skill can lead to successful outcomes in various situations, such as business deals, conflict resolution, and interpersonal interactions.

In this training, you will learn the principles of effective negotiation, including strategies for preparing, communicating, and reaching mutually beneficial agreements. Through interactive exercises and real-life scenarios, you will enhance your ability to analyse the interests of parties involved, manage conflicts, and create win-win solutions.

By the end of this programme, you will have the confidence and expertise to navigate complex negotiation scenarios, advocate for your interests effectively, and build strong relationships with stakeholders. Whether you are a business professional, manager, salesperson, or simply looking to improve your negotiation skills in any aspect of life, this training will empower you to achieve favourable outcomes and strengthen your influence as a negotiator.

Join us for an engaging and transformative learning experience that will elevate your negotiation skills and help you become a more effective communicator and problem solver.

Who should attend?

This programme is suitable for professionals from all industries and roles who wish to enhance their negotiation skills. Whether you negotiate with clients, suppliers, colleagues, or family members, this training will provide you with the expertise to negotiate confidently and achieve win-win outcomes.

Context

In this workshop, you will learn effective negotiation, including strategies for preparing, communicating, and reaching mutually beneficial agreements.

How certification is earned

Upon successful completion of this course, you will be awarded a certificate of attendance from Expleo Academy.

Prerequisites & pre-reading guidelines

There are no specific prerequisites for this course.

Related courses

Attendees may also be subsequently interested in

- Human Relations and Interpersonal Skills

Course Objectives

On completion of this training, attendees will be able to:

- Understand the Fundamentals of Negotiation:
 - Define negotiation and its importance in various contexts.
 - Recognise the key elements and stages of a negotiation process.
- Prepare Strategically for Negotiations:
 - Gather relevant information and analyse the interests of all parties.
 - Establish clear objectives and define your negotiation strategy.
- Communicate Effectively in Negotiations:
 - Develop active listening skills to understand the other party's perspective.
 - Articulate your ideas persuasively and assertively.
- Manage Conflicts and Emotions:
 - Identify and manage emotions during negotiations.
 - Employ conflict resolution techniques to handle challenging situations.
- Create Win-Win Solutions:
 - Explore collaborative negotiation techniques for mutual gain.
 - Build and maintain positive relationships with negotiation partners.
- Negotiate with Confidence and Flexibility:
 - Overcome common negotiation challenges and objections.
 - Adapt your approach to different negotiation scenarios.

Course Outline

Introduction to Facilitation Skills

- Understanding the significance of facilitation in group dynamics and decision-making
- Identifying key principles and techniques of effective facilitation

Introduction to Negotiation

- Defining negotiation and its importance in daily life and business
- Understanding the key elements and stages of the negotiation process

Strategic Preparation for Negotiations

- Gathering information and analysing interests of parties involved
- Establishing clear objectives and developing a negotiation strategy

Effective Communication in Negotiations

- Practicing active listening to understand the other party's perspective
- Articulating ideas persuasively and assertively

Managing Conflicts and Emotions

- Identifying and managing emotions during negotiation
- Employing conflict resolution techniques for challenging situations

Creating Win-Win Solutions

- Exploring collaborative negotiation techniques for mutual gain
- Building and maintaining positive relationships with negotiation partners

Negotiating with Confidence and Flexibility

- Overcoming common negotiation challenges and objections
- Adapting negotiation approach to different scenarios

Enhance your negotiation skills through this transformative masterclass and unlock your potential to achieve successful outcomes in various aspects of life. Join us to become a more effective communicator, problem solver, and negotiator.

Training Methodology

This masterclass adopts a highly interactive and practical approach. Participants will engage in role-plays, simulations, case studies, and group discussions to apply negotiation concepts in real-life situations. Trainers with expertise in negotiation and communication skills will provide personalised feedback and guidance to enhance participants' negotiation techniques. The training will encourage active learning and peer-to-peer interaction, fostering the development of effective negotiation skills.

Contact

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