

Leading People ← Competence of Negotiation-Training.Eu



← Negotiation Skills Basics

Language of instruction	Objectives
English - French - German	<ul style="list-style-type: none"> • Learning the fundamentals of the negotiation process in a business, social or managerial context ; • Acquiring negotiation tools and tactics and learning how to apply them in everyday situations • Identifying positive negotiation competencies • Knowing how to build your own negotiation strategy (just how far I can go, when do I stop...?) • Defining one's negotiation « profile » • Optimizing negotiation performance and improving negotiation outputs in real-life personal and professional situations.
Program Dates	Program
To be defined with client	<p>NEGOTIATION TOOLS AND PRACTICAL FUNDAMENTALS</p> <ul style="list-style-type: none"> • Negotiation techniques and negotiator style - What are the key steps? How do I use my personal “profile” when negotiating? • How to lead a discussion and to optimize listening - Recognizing and making the most effective use of strong moments and deadlocks.
Duration	<p>TEACHING METHOD</p> <p>Based on both theoretical lectures and practical case play Interactive video exercises (viewing - on video screen- filmed negotiating teams at work and analysing the process) . Expert negotiating skills trainer Practical casework and negotiation role plays Observe a live video negotiation process - Video film analysis - Summary</p>
1 Day	Target Population
Program fee	Any person whose work involves negotiations on a one-to-one basis: sales representatives, junior buyers, junior managers, human resources officers, trainers, projects managers...
€5 000,00 for 12 delegates + VAT + travel and venue expenses	Prerequisites
Facilitator	None
Negotiation Expert	Competency Developed
Location	<ul style="list-style-type: none"> • How to plan a negotiation • Know yourself better as a negotiator • How to make a proposal and respond to an offer • How to make constructive concessions and reach a mutually satisfactory agreement
To be defined with client	Further Learning Opportunities Advanced negotiation skills course - Presentation skills

For Additional Information contact:

info@christine-morlet.com

+33 971 222 971