



# Advanced Negotiating Skills

## WHOM IS THIS PRESENTATION DESIGNED FOR?

Skilled negotiators involved in high-value transactions: sales directors, purchasing directors, chief operating officers, marketing directors, human resources managers, production managers...

*This is an advanced presentation. Prior to attending the presentation, each participant will be sent a questionnaire in order to assess individual negotiation aptitudes.*

## LEARNING OBJECTIVES:

- Strengthening negotiation skills
- Acquiring key negotiation tactics
- 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

**WHERE AND WHEN:** to be defined with customer

**NUMBER OF PARTICIPANTS:** up to 25 participants

**FEE:** € 14 000 + VAT

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## DETAILED PRESENTATION

### ADVANCED NEGOTIATING SKILLS

- Negotiation techniques and negotiator style (advanced level : more complex negotiations)
- What are the key steps? How to use your 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.
- How to make and reply to an offer
- How to make constructive concessions to reach a mutually satisfactory agreement
- Practical cases and negotiation case study

**Challenge:** Can you match your « negotiation profile » to the other party's?

### *Always keep in mind!*

- There might be born negotiators but under that « gift » lies a highly structured process
- Negotiation is above all a matter of interest and stake for both parties
- To move ahead when negotiating, nothing can beat a new positive offer
- Think first about what you stand to gain...not what you stand to lose
- Nature gave us two ears and just one mouth... just a hint as to what we should use most...

# *MY PERSONAL NOTES*