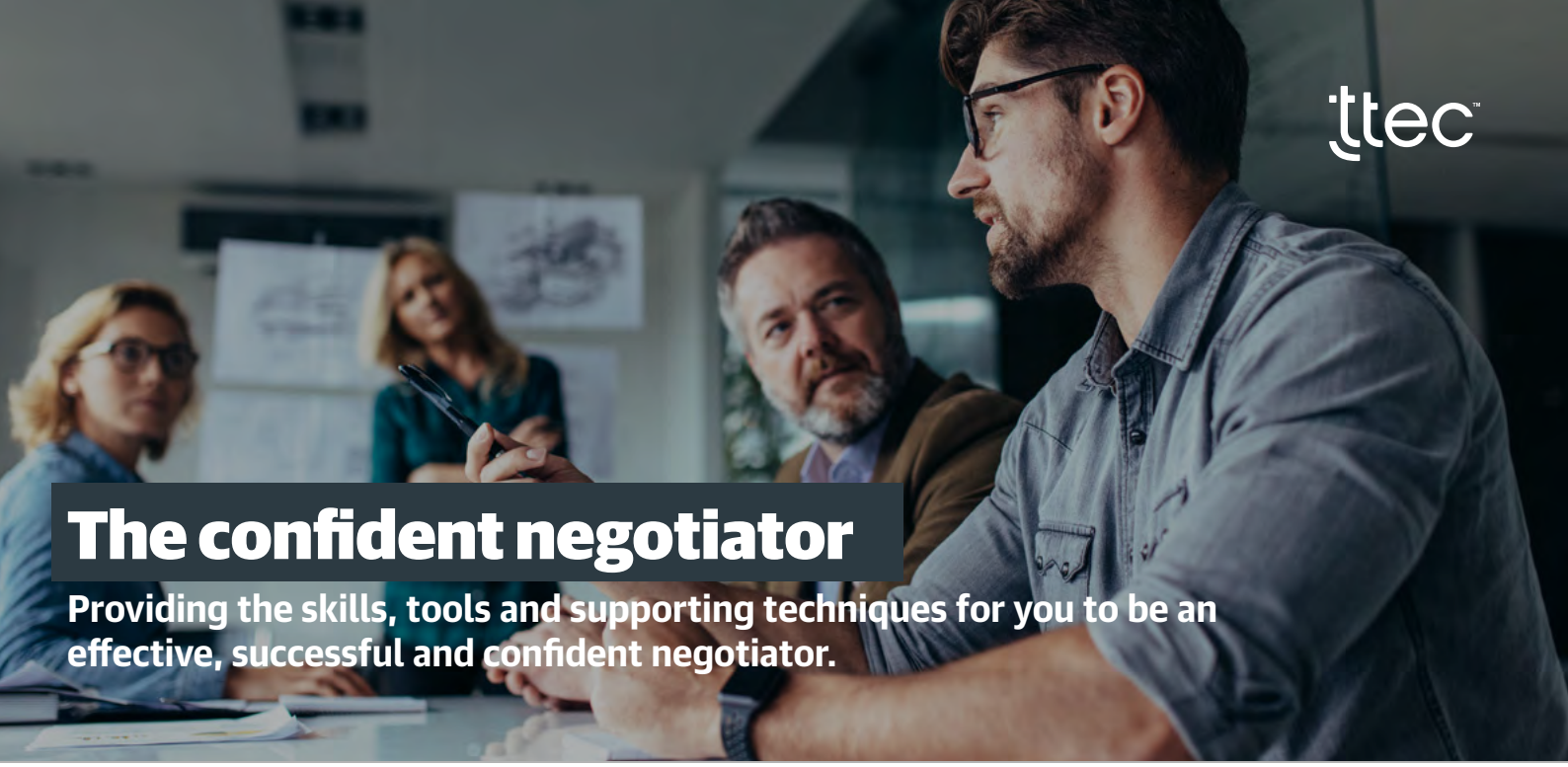

The confident negotiator

Providing the skills, tools and supporting techniques for you to be an effective, successful and confident negotiator.

Overview

It requires a combination of knowledge, skills, process and importantly... confidence to create a confident negotiator. Confidence is not bravado or an extroverted display, but an inner belief that comes from knowing you've done your homework, you're aware of your positions, interests and values and you've anticipated the same in your counterpart. The Confident Negotiator Program provides the skills, tools and supporting techniques for you to be an effective, successful and confident negotiator.

Challenges addressed in this program

- The interests of both parties seem to be far apart
- Unreasonable opening offers
- One party is not prepared to understand the other party's position
- Effectively preparing for a negotiation when time is not on your side
- Dealing with aggressive or unexpected tactics
- Being too attached to the negotiation outcome
- The need for greater confidence when negotiating

Key components of this program

- Understanding negotiation, its dynamics and underlying principles
- The model flow of a successful negotiation
- Opening and controlling the flow of discussion
- Bargaining & concession trading and advanced communication skills and strategies
- Understanding, dealing with and utilising appropriate tactics
- How to reach agreement and close the negotiation effectively
- Experience a range of negotiation activities from role-plays to intense exercises that build skills and self-awareness

Outcomes

- Have a greater ability to analyse negotiation situations, determine the appropriate strategies and tactics and how to use them effectively. Role-play realistic scenarios to practice skills and receive feedback and tips
- Gain a range of tools that support the achievement of desired goals
- Develop a range of negotiation specific communication skills from active listening to advanced questioning techniques, bargaining and trading during the negotiation
- Achieve superior negotiating outcomes by understanding both rational and emotional perspectives
- Be more confident when next faced with a negotiation challenge
- Planning tools and support frameworks & materials

Duration

2 days for up to 8 participants.

Who should attend this program

People who are in a team leadership role or have designated coaching responsibilities.

For more information and to register

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