

Negotiation Skills

On a scale of 1-10, how strong are your teams' negotiation skills? Can they deliver persuasive, engaging pitches that achieve business results? Or do they often struggle to get negotiations off to a good start?

In this interactive course, your teams will develop strong foundations in reaching successful agreements. They will grow skills in building and maintaining relationships, and crafting and delivering effective pitches. Their increased negotiation skills will positively impact stakeholders and result in increased business impact.



Objectives	Benefits
<ul style="list-style-type: none"> Craft effective pitches based on in-depth understanding of negotiation partners gained through effective listening, reading and questioning 	<ul style="list-style-type: none"> "Participants will negotiate more confidently, productively and effectively, building relationships and influencing stakeholders to achieve mutually beneficial outcomes
<ul style="list-style-type: none"> Build and maintain rapport with negotiation partners to collaborate effectively, reaching mutually beneficial outcomes 	<ul style="list-style-type: none"> Stakeholders will trust negotiation partners, engage in the negotiation process, and be motivated to collaborate to reach agreement
<ul style="list-style-type: none"> Overcome common blocks and sensitively kickstart stalled negotiations to conclude discussions and gain commitment 	<ul style="list-style-type: none"> Your organisation will gain a reputation as a trusted, credible business partner, reach its business goals and capitalise on opportunities for growth

- Establishing level course: build strong foundations
- No experience needed
- Minimum upper-intermediate (B2) level English

Negotiation Skills - Course outline

Module	Competency
Negotiations essentials <ul style="list-style-type: none"> Structuring the negotiating process Evaluating skills for effective negotiations and setting personal goals 	<ul style="list-style-type: none"> Set goals to improve negotiation skills by analysing communication against criteria for effective performance
Navigate - Doing the groundwork for negotiations <ul style="list-style-type: none"> Investigating positions and interests Mapping the negotiation process 	<ul style="list-style-type: none"> Uncover positions and interests using research and questioning skills to facilitate a productive negotiation
Establish - Preparing your negotiation pitch <ul style="list-style-type: none"> Determining potential outcomes Structuring your pitch 	<ul style="list-style-type: none"> Prepare a persuasive pitch based on a range of potential outcomes that match the interest of both parties
Growing relationships with negotiation partners <ul style="list-style-type: none"> Building rapport with unfamiliar stakeholders Negotiating with stakeholders you know well 	<ul style="list-style-type: none"> Build rapport, earn trust and develop purposeful relationships with familiar and unfamiliar stakeholders
Making your initial negotiation pitch <ul style="list-style-type: none"> Making your pitch confidently Responding to questions with presence of mind 	<ul style="list-style-type: none"> Confidently make your initial pitch and respond to questions
Reframing your initial negotiation pitch <ul style="list-style-type: none"> Adapting your pitch Progressing stalled negotiations 	<ul style="list-style-type: none"> Adapt your initial pitch and approach to move negotiations forward
Reaching an outcome in negotiations <ul style="list-style-type: none"> Reaching agreement Gaining commitment and planning next steps 	<ul style="list-style-type: none"> Reach agreement and gain commitment to next steps
Negotiations mini-clinic <ul style="list-style-type: none"> Evaluating performance against effective practices Setting goals to enhance your negotiations at work 	<ul style="list-style-type: none"> Develop plans to achieve negotiation skills goals in the workplace by selecting tools and techniques for effective performance