

WHO & WHY?

Negotiation Skills



For anyone who might need to negotiate, and would like to learn how to do it effectively.

Outcomes

- ✓ Be a more confident and skilled negotiator
- ✓ More likely to conduct a successful negotiation
- ✓ Recognise and where necessary counter tactics by those you are negotiating with

Content

- Definition and key principles
- The negotiation matrix
- Attitude and key skills
- Tactics - and how to overcome them if used against you

Learning Approaches



core learning input



learning recap quiz



case work



open discussion



your ideas & suggestions



reflection & consolidation



role play / simulation



on site or  online

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Brilliant,
inspiring deliverer.
Thank you

Project Manager,
Coventry

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