



## Objective:

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**“My ability to negotiate fairly and confidently enables me to arrive at win-win solutions which will deliver better outcomes for my organization.”**

## Benefits for the Participants:

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- By attending this training seminar you'll learn how to:
  - Improve negotiation skills
  - Negotiate with managers
  - Negotiate with team members
  - Use influencing skills
  - Understand the elements of persuasion that lead to a successful negotiation

## Training Topics:

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- **Preparing to negotiate:**
  - Purpose
  - Desired outcomes for both sides
  - Profile of people present
  - Interests and Positions of all parties
- **Conducting Effective Negotiations:**
  - Seeing Other Points of View
  - Building the Relationship
  - Working with Your Own Negotiation 'Rules' and Beliefs
  - Dealing with Hidden Agendas
  - Assertiveness
  - Persuasiveness / Influencing Skills



- **Closing the Negotiation:**
  - Ways to close the negotiation

## Training Hours:

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The duration of the training program will be 3 to 6 hours based on the needs of each client.

## Training Methodology

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- **Our delivery methodology will include:**
  - Role Play Simulations
    - Based on real-life scenarios participants face
    - Role play scenarios will be simulated based on the challenges that the participants face on a regular basis
    - All participants will be involved
    - Feedback from the facilitator as well as peers will be used as learning tools
  - Interactive Discussions
  - Instructor Led Training / Group Coaching
  - Breakout Rooms