



Overview:

Good negotiation skills are obtained in time by good observation of how some of the best in your business negotiate and constantly practicing the core principles underlying negotiation. This training helps you understand the core principles and subtle rules of negotiation and teaches you to implement them in your life and business. Take the road to become a master negotiator with MMM Negotiation Skills training program.

Training Topics:

- What is negotiation?
- Types of negotiation
- Skills of negotiation
 - Assertiveness
 - Persuasiveness
 - Conflict resolution
- Stages of negotiation
- Win-win negotiation
- Seeing Other Points of View
- Reading Other People
- Defining Your Negotiation Style
- Working with Your Own Negotiation 'Rules' and Beliefs
- Playing the 'Game' of Negotiation
- Knowing Your Bottom Line
- Knowing What to Give Away
- Dealing with Hidden Agendas
- Making Decisions
- Closing The Deal

List of Activities:

- Exercise – Split The Money
- Exercise – Handshake
- Activity - Discussion this scenario in the group



Negotiation Skills Training



- Role Play - Bone of Contention
- Exercise - The Chosen One
- Exercise - Know your hot buttons

Training Hours:

Our recommendation is for 8 hours of training