



Negotiating for Results

1 Full Day

9:00am – 4:00pm



Course Details:

Booking Information:

To reserve a place in this course please contact Envisage Training or visit our website to enquire online.

Envisage Training:

- Computer Training
- ICT & Software Applications
- Instructor-Led Online Training
- Professional Development
- Room & Equipment Hire
- Training Needs Analysis

Delivery Modes:

- Scheduled Courses
- In-House & On-Site
- Instructor-Led Online Training
- Customised Courses



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MOTV04

Duration:

1 Full Day

Who should attend:

This is a one-day workshop that provides you with an interactive approach to negotiations. The skills you acquire will help you in your role as mediator and negotiator as well as in your day-to-day responsibilities. You will be encouraged to focus on interests rather than positions, so you can develop relationships of mutual trust, fairness and respect for one another. This is a common-sense approach based upon developing a balanced and lasting partnership to solve workplace problems. You will learn and practice effective communication skills, problem-solving and consensus building, with the intention of turning face-to-face confrontation into side-by-side problem solving.

Topics Covered (Content can be customized):

- Mutual Gains Bargaining
- Basic Elements of Negotiation
- Criteria for Judging Negotiation Methods
- Mutual Gain Options
- Negotiation Essentials
- Challenges to Negotiating
- Fear
- Preparing for Negotiation
- Positional Bargaining
- ...and more

Learning Outcomes & Benefits

- Understand the benefits of good negotiating skills that take the interests of both parties into consideration.
- Have an increased ability to negotiate more effectively by turning face to face confrontation into side-by-side problem solving.
- Recognise that creating win-win solutions are the only sustainable solutions there are.
- Identify those techniques that will be most effective in stressful negotiation situations.
- Develop skills that take the interests of both parties into consideration.