

Negotiation boot camp

-gaining mastery as a negotiator

A 3 day workshop programme providing the ultimate practical experience for honing your negotiation edge

call: 01392 580560



Workshop style and approach

This is a highly interactive seminar, designed to explain the negotiation process in detail and demonstrate how to use it effectively, giving delegates the negotiation skills and strategies they need to succeed in today's challenging commercial environment. The delivery is a facilitated style which provides many opportunities for delegates to learn, develop and then practice the skills using a variety of hands-on exercises that reinforce and build on the comprehensive course materials provided. There will be some case-study preparation required in the time between delivery days.

The workshop will feature:

- How to improve your effectiveness in negotiations by understanding key negotiation strategies and how to apply them in practice
- Understand how to make the most of your own natural negotiation style
- Develop the skills to influence people more effectively and to control the negotiation table
- Gain the essential tools and knowledge to plan and manage a range of negotiation scenarios
- Enhance your ability to add value through the negotiation process

Who is the workshop aimed at?

This three-day programme is aimed at senior level managers and directors who have a desire to fully develop their ability to negotiate effectively at a high level.

By attending you will discover how to:

- Develop a deep understanding of the key analysis of the negotiation process and how to influence others to get more of what you need and want
- Produce a range of highly effective negotiating skills and strategies that can be used in a range of situations
- Effectively analyse, plan and prepare for every negotiation
- Understand the benefits of controlling and reading body language when influencing others
- Become a more effective and confident negotiator
- Enhance your essential operational, management and leadership skills that will increase your performance in a wide range of negotiation situations