

Negotiation skills

Aim

Achieving the best possible outcomes and good relations - every time

What's it all about?

This is a one to two day intensive programme which focuses on proven tools, techniques and tactics of principled negotiation within multinational principles and guidelines.

Why iOpener?

Our team of facilitators has the experience of negotiating multi-million pound contracts, M&A deals, union-management negotiations as well as the daily negotiations that make up business life. Our shared knowledge has resulted in a strong programme always tailored for your requirements. We write role-plays for each and every client we work with so that they are customized to your objectives.

How?

You'll watch some real negotiations, investigate recent research, do some mini simulations, as well as do skills practice with video-ed feedback. It's a fast moving day in an atmosphere which encourages everyone to try new strategies and learn from each other. Participants?

This workshop is designed for up to 12 participants: this means that we can do 1 x 2 and 2 x 2 negotiations. Participants should arrive having prepared to a mini-negotiation and be ready to tackle it immediately.

Outcomes

Participants will:

- Learn the negotiation process
- Understand all elements of a successful negotiation
- Revise core negotiating skills
- Learn to recognise and deal effectively with negotiating partners' typical strategies and styles
- Learn how to get the best deal while building relationships

Participants cover:

- Understanding a negotiation strategy and the factors that need considering
- Analysing the characteristics of a skilled negotiator
- Recognising the phases of a typical negotiation Working with core negotiation skills: key do's and don'ts
- Flexing personal style: mini case studies
- Working with common tactics: delaying, denying, distorting;
- Handling objections and test closing
- Watching and analysing video case studies of a successful negotiation

Target group

Any participant who needs or will need to close deals inside or outside their organisation.

Option

This workshop can be combined with a sales skills workshop.

Duration

1-2 days