



Negotiation Skills

COM105, 1 Day, Instructor-led

Course Description

This class complements interactive lectures with hands-on practice and role-play to help you become more aware of how you can get what you want from decision makers and peers or get the best price from external vendors. In this class, you will begin with a social styles questionnaire to reveal your dominant negotiation method, and introduce you to alternative negotiating approaches. Using real life scenarios, we work together to determine when it is appropriate to implement the win-win methodology versus competitive negotiation tactics. Students leave with a holistic understanding of best practices to persuade and influence at all levels.

Audience

From Individual Contributors to Executive Leaders, Negotiation Skills is a class that attracts professionals from all occupations. Anyone interested in deepening his or her understanding of the power of persuasion will benefit from the interactive structure of Negotiation Skills. Leaders who want to present and communicate arguments as effectively as possible will gain from this course. We encourage companies to send team leaders and managers as well as any individual who wishes to become a more effective negotiator.

Course Outline

- What kind of Negotiator Are You?
- Collaborative Negotiation Basics
- Holistic Negotiation Strategies
- Build an Argument to Persuade and Influence
- Competitive Negotiation Strategies
- Tactics Used by the Other Side