

Mastering Negotiation Skills in 5 Days

Istanbul (Turkey)

3 - 7 November 2024

UK Training

PARTNER



Mastering Negotiation Skills in 5 Days

Code: PS28 From: 3 - 7 November 2024 City: Istanbul (Turkey) Fees: 3900 Pound

Introduction

Negotiation skills are vital in both personal and professional life. Whether seeking a better deal, resolving conflicts, or making significant decisions, effective negotiation can lead to favorable outcomes. This course is designed to provide participants with a comprehensive understanding of negotiation principles and strategies.

Course Objectives

- Introduce participants to the fundamental concepts and importance of negotiation skills.
- Understand different negotiation styles and strategies.
- Equip participants with practical negotiation skills, including communication and persuasion techniques.
- Teach effective negotiation preparation and how to assess positions.
- Prepare participants to handle complex negotiation challenges with confidence.

Course Outlines

Day 1: Introduction to Negotiation

- Understanding the Role and Significance: The importance of negotiation in professional settings.
- Psychological Aspects: How psychology influences decision-making in negotiations.
- Common Myths and Misconceptions: Debunking myths about negotiation.

Day 2: Negotiation Styles and Strategies

- Different Types of Negotiation: Competitive, collaborative, and other styles.
- Choosing the Right Strategy: Adapting strategies to various situations.
- Building Trust: Establishing trust during negotiations.

Day 3: Effective Communication and Persuasion

- Effective Communication: The art of active listening and verbal/non-verbal techniques.
- Principles of Persuasion: Key principles such as reciprocity and scarcity.
- Overcoming Resistance: Techniques for addressing objections.

Day 4: Negotiation Preparation and the Process

- Effective Negotiation Preparation: Setting clear objectives and assessing alternatives.
- The Negotiation Process: Opening statements, give-and-take dynamics.
- Managing Challenges: Strategies for handling deadlocks and crises.

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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Day 5: Practical Application and Review

- Real-World Negotiation Exercises: Participants engage in practical negotiation scenarios.
- Analysis and Debriefing: Evaluating negotiation exercises and lessons learned.
- Course Review and Q&A: Final thoughts, questions, and certification distribution.

Conclusion

Mastering negotiation skills is essential for anyone looking to excel in personal and professional environments. Join us to enhance your negotiation skills and learn effective preparation techniques that lead to successful agreements beneficial for all parties involved!

A graphic of a chessboard with several pieces (a king, a queen, a rook, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the board.

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