

Negotiation Skills - Advanced

Negotiation at corporate or inter-company level is commonplace for today's professional managers. This course aims to build on the basics and allow participants to identify specific areas for improvement.

By the end of the course delegates will be able to:

- demonstrate the use of core negotiation techniques to best advantage
- identify a preferred negotiating style and consider its impact
- understand the principles behind “making the first offer”
- consider the impact of body language
- select appropriate strategies with which to neutralise the opposing sides gambits and ploys
- review and identify the appropriateness of closing techniques

The course includes:

- complex scenarios, supported by tutorials and discussions
- delegates will be immersed in negotiation situations, emphasis being placed on the practical aspects

- sessions are videoed to allow all participants to review their performance throughout the course

This course is suitable for anyone involved in more complex and high level negotiations, with experience of negotiating.

Duration: 2 days



The Island Partnership

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