

Mastering Negotiations

Program Outline



Mastering Negotiations

Negotiations are a part of everyday business interactions, and the ability to negotiate effectively can help you secure better deals, build stronger business relationships, and ultimately grow your business. Negotiation skills are not just about being a smooth talker or having a forceful personality. They are also about understanding the needs and motivations of all parties, being flexible, and finding common ground that serves everyone's interests.

Your capability to strategize and follow a predetermined action plan can help you become a skilled negotiator and achieve your business goals. How? The Mastering Negotiations Program will tell you.

Objectives

- ▶ Understand the grounds on which you can initiate negotiations
- ▶ Put forth the best perspective and alternative solutions
- ▶ Learn how to reach a win-win solution in negotiations
- ▶ Offer desired solutions and be prepared with alternative ideas
- ▶ Assess the worth of proposed ideas and different opinions
- ▶ Become an efficient team member with negotiation skills that serves everyone concerned

Course Module

Module 1: What is negotiation?

Module 2: 4 fundamentals of principled negotiations

Module 3: Applying the 4 fundamentals to be a better negotiator