

Negotiate Like a Pro

Do you need to improve the way in which you negotiate in a range of different situations? Join this session to add more strategies to your negotiation toolkit so that you are well prepared for the negotiation - and execute on your plans to achieve your outcomes. Develop your level of confidence as you gain practice in scenarios to build your toolkit of negotiation tactics including having a WATNA and BATNA.

Snapshot

Duration: 90 minute

Learning Outcomes

- Identify and adapt your negotiation style to suit the type of negotiation you are conducting
- Plan and prepare for negotiations using a structured approach
- Engage in negotiations that achieve goals and result in mutually agreeable outcomes

Course Outline

- Why negotiate?
- Common negotiation styles
- Four phases of negotiation – WATNA and BATNA
- The core emotional concerns
- Dealing with dirty tricks
- Your toolkit of negotiation techniques