

Negotiating Skills Training Outline

Course Length: 2 to 3 days

Course prerequisites: none

Overview

The ability to negotiate well is an invaluable quality in business today. This course enables participants to appreciate the range of skills necessary to achieve better results from their negotiating efforts. This course is targeted at anyone looking to improve their negotiating skills in a range of different situations.

Course Content

- Negotiate positive “Win/Win” outcomes.
- Have a greater understanding of other people’s positions.
- Improve personal communication skills.
- Avoid confrontation.