



New Negotiator

The New Negotiator Workshop develops your skills to be a stronger negotiator. A two day, in-house residential workshop for 12 delegates aimed at individuals who are seeking to acquire the appropriate negotiation skills to help them perform in their roles.

The New Negotiator provides the essential foundations needed in a competitive world, and is constantly reviewed as the business environment evolves. What sets this workshop apart is its 'real world' focus on the most common types of trading negotiation and its structured, logical 8-step process.

You will be able to:

- Plan and prepare for negotiations using a robust process and utilising information.
- Identify and control the balance of power.
- Manage personalities to achieve the desired relationships.
- Question and listen to the other party.
- Identify and trade across a range of concessions to achieve maximum benefit.
- Develop and present creative proposals, influencing the shape of the package and the profitability of the deal.
- Employ a range of tools to manage the negotiation.
- Resolve problems and tackle potential deadlock situations to gain agreement.
- Be confident in using the 8-step process in future negotiations.
- Identify development areas for future personal development.
- Secure highly profitable deals.

