



First Select

## Effective Negotiation Skills

Date	Venues	(\$Fees	Book your seat
13 Apr -17 Apr 2025	Dubai	2900	<a href="#">Register Now</a>

### Objectives:

Participants will learn and gain practice in applying the principles of negotiating skills, identify the controlling issues in negotiations; list and utilize the nine key stages in the negotiation process; create their own ten tips for establishing rapport; produce notes or a verbal statement to ensure that the outcome of a negotiation is fully understood by the other party; create a personal action plan.

### Who should attend?


Managers, supervisors, and anyone who wishes to improve their negotiation skills and achieve more productive and profitable transactions and interactions, internally and externally.

### Course Outline:

- Identifying issues for Negotiation
- The Nine Stages of Negotiation
- When negotiation is needed
- Searching for shared needs
- Building rapport
- Clarity of objectives
- The opening issues
- Managing disagreement
- Signaling compromise
- Opportunities for agreement
- Keeping it alive
- Creating an environment for open communication
- Identifying mutual wins
- Developing skills
- Contracting for success and a committed follow up

### WORKSHOP STYLE:

This will be a participative workshop with a mix of interactive learning sessions, exercises and discussions aimed to provide maximum impact and learning retention for all delegates.

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