



### Language of instruction

English - French - German

### Program Dates

To be defined with client

### Duration

2 Days

### Program fee

€10 000,00 for 12 delegates + VAT + travel and venue expenses

### Facilitator

[Christine MORLET](#)

### Location

To be defined

### Registration

[christine@christine-morlet.com](mailto:christine@christine-morlet.com)  
+33 (0) 971 222 971

### Objectives

- *Revision of the essential elements involved in negotiation.*
- *Self-analysis - understanding behavioral patterns and personal profile*
- *Understand negotiation structure to deal with tough negotiators*
- *Improve preparation and planning.*
- *Be aware of and use signals.*
- *Deliver assertive proposals.*
- *Creative use of variables within negotiation.*
- *Minimize and optimize concessions.*
- *The needs and motivations that exist in negotiation.*
- *Develop a negotiation mentality.*

### Program

- *Course overview and objectives*
- *Who am I negotiating with? Types of negotiators and how to work with each type*
- *My style, my skills and my energy*
- *Developing a strategy*
- *The phases of a negotiation*
- *Predictable tactics used by tough negotiators*
- *Dealing with difficult people*
- *Managing conflict*
- *About concessions*
- *Bringing it to a conclusion*
- *Action planning*

### Target Population

This workshop is **intended for senior managers of every function** (7 to 10 years experience minimum), both line and support, who recognize the need to negotiate their way to achieving objectives in today's complex organizations.

### Prerequisites

Participants should already have a basic level of negotiation skill to get the most out of this workshop.

### Competency Developed

- *Prepare effectively for complex, challenging negotiating situations*
- *Cope more effectively with difficult people*
- *Adapt your style depending on the situation*
- *Maintain progress through the phases of the negotiation, even under pressure*
- *Develop your skills at handling conflict*
- *Recognize when and how to make concessions*
- *Work more productively as part of a negotiating team.*

### Further Learning Opportunities

Advanced presentation Skills - Executive Presentation Skills & Public Speaking Skills Coaching