



Language of instruction

English - French - German

Program Dates

To be defined with client

Duration

1 Day

Program fee

€5 000,00 for 12 delegates + VAT + travel and venue expenses

Facilitator

[Christine MORLET](mailto:christine@christine-morlet.com)

Location

To be defined

Registration

christine@christine-morlet.com

+33 (0) 971 222 971

Objectives

- Learning the fundamentals of the negotiation process in a business, social or managerial context ;
- Acquiring negotiation tools and tactics and learning how to apply them in everyday situations
- Identifying positive negotiation competencies
- Knowing how to build your own negotiation strategy (just how far I can go, when do I stop...?)
- Defining one's negotiation « profile »
- Optimizing negotiation performance and improving negotiation outputs in real-life personal and professional situations.

Program

NEGOTIATION TOOLS AND PRACTICAL FUNDAMENTALS

- Negotiation techniques and negotiator style - What are the key steps? How do I use my personal "profile" when negotiating?
- How to lead a discussion and to optimize listening - Recognizing and making the most effective use of strong moments and deadlocks.

TEACHING METHOD

Based on both theoretical lectures and practical case play
Interactive video exercises (viewing - on video screen- filmed negotiating teams at work and analysing the process) . Expert negotiating skills trainer
Practical casework and negotiation role plays
Observe a live video negotiation process - Video film analysis - Summary

Target Population

Any person whose work involves negotiations on a one-to-one basis: sales representatives, junior buyers, junior managers, human resources officers, trainers, projects managers...

Prerequisites

None

Competency Developed

- How to plan a negotiation
- Know yourself better as a negotiator
- How to make a proposal and respond to an offer
- How to make constructive concessions and reach a mutually satisfactory agreement

Further Learning Opportunities

Advanced negotiation skills course - Presentation skills