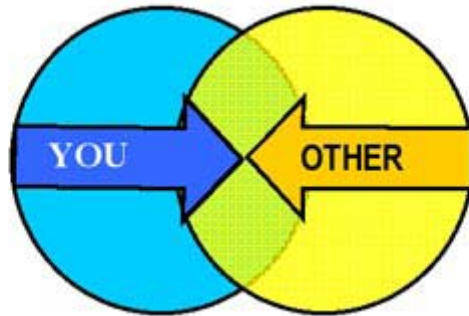


Advanced Negotiation



Power = knowledge • planning • attitude • skills • batna

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Course Overview

Increasingly, corporate success is determined by the skills of the negotiating parties. This hands-on program acknowledges the simple truth that we all need to manage agreement in our daily lives.

Advanced Negotiation develops vital competencies in a wide range of negotiating skills. Participants will learn and practise these skills through a variety of case studies and with different people to build confidence in their negotiating proficiency.

Recommended For

Managers, team leaders, project managers, sales people, or anyone who needs to reach agreement with others on matters of importance.

Benefits

For the organisation

- Staff who can negotiate professionally; and
- An organisation where conflicts and problems are managed positively.

For individuals

- An approach to planning and performing negotiations that is easily learnt; and
- Confidence to resolve internal and external disputes.

Learning Outcomes

By the end of the program participants will have:	
<ul style="list-style-type: none"> • Discovered the nature and structure of negotiation; 	<ul style="list-style-type: none"> • Avoided potential deadlocks;
<ul style="list-style-type: none"> • Investigated the key factors and their relationship to power; 	<ul style="list-style-type: none"> • Examined the approaches of different cultures;
<ul style="list-style-type: none"> • Planned negotiations using a 10-step approach; 	<ul style="list-style-type: none"> • Experienced the dangers of 'digging up old bones';
<ul style="list-style-type: none"> • Conducted and analysed six different types of negotiation; 	<ul style="list-style-type: none"> • Established the positive use of human satisfiers;
<ul style="list-style-type: none"> • Plotted their development on their personal progress graph; 	<ul style="list-style-type: none"> • Analysed the differences between negotiation and debate;

<ul style="list-style-type: none"> Learnt to think like the other party; 	<ul style="list-style-type: none"> Used specific listening skills to create power;
<ul style="list-style-type: none"> Managed the stages of negotiation; 	<ul style="list-style-type: none"> Compared their own skills with those of successful negotiators;
<ul style="list-style-type: none"> Developed the required interactive skills; 	<ul style="list-style-type: none"> Planned a negotiation to be conducted back at work; and
<ul style="list-style-type: none"> Neutralised tactics, ploys and tricks if used against them; 	<ul style="list-style-type: none"> Simulated this negotiation with other participants and received feedback.

Training Methodology

This is a highly interactive and practical program in which participants will:	
<ul style="list-style-type: none"> Personal negotiating profiles will be established; 	<ul style="list-style-type: none"> Planning and interactive skills are built up gradually;
<ul style="list-style-type: none"> Participants will carry out at least six different negotiations; 	<ul style="list-style-type: none"> All learning is recorded in a Personal Learning Journal;
<ul style="list-style-type: none"> A variety of unique cases will be negotiated with different people to ensure a breadth of learning; 	<ul style="list-style-type: none"> Extensive and detailed course notes will be provided;
<ul style="list-style-type: none"> Each negotiation is video-taped, reviewed and assessed against a set of skills by each party to the negotiation; 	<ul style="list-style-type: none"> On the last day of the program participants will plan the negotiations brought from their workplaces; and
<ul style="list-style-type: none"> Assessments are plotted on a graph to compare self-perception with the perceptions by others; 	<ul style="list-style-type: none"> This negotiation will be simulated with other participants on the program – who will provide feedback.
<ul style="list-style-type: none"> Simple and practical pocket cards will be provided, which summarise the main planning and interactive skills; 	

Presenter

Robert Hounsell is a highly experienced training manager who is internationally recognised and is regularly called on by companies like Barclays Bank to conduct training courses in the UK and Africa. He has consulted to many global companies and conducted training programs in Australia and 13 countries across Europe, the Middle East and Africa. Robert is Director of Training with the Applied Innovation Centre.

Duration - Dates - Venue	Fees per person (including GST)
4 days – non-residential	
Click here for dates	\$2,200 Individuals per person
St. Catherine’s College 2 Park Road, Nedlands	\$2,000 Groups of 3 or more per person
Free onsite parking	Lunch, morning / afternoon tea included

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**Discover it, learn it, practise it, make it your own,
then *do it for real!***

Cancellations

No refunds will be made on cancellations received after 7 days prior to the event.

Privacy Statement

The Applied Innovation Centre respects your right to privacy and will not provide contact details of course participants to third parties.

Results through **INNOVATION**

