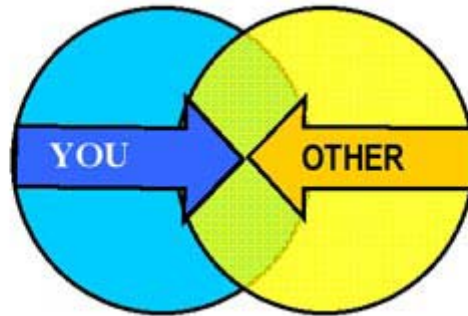


# Negotiation Skills



**Power = knowledge • planning • attitude • skills • batna**

[Click here to Register](#)

2 Days: CUA Ref: # 764325

## 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.

*Negotiation Skills* 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 in different situations.

## Recommended For

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

## Benefits

### For the organisation

- Staff who 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 two day program participants will have:

• Discovered the principles, stages and techniques of negotiation;	• Learnt how to apply negotiation skills to reach agreement;
• Analysed terms of agreement;	• Identified preferred negotiation styles;
• Examined the importance of researching clients' needs;	• Investigated how to maintain an on-going relationship;
• Investigated negotiation strategies and tactics;	• Planned and conducted different types of negotiation;
• Understood negotiator styles and influence;	• Compared their own skills with those of successful negotiators;

<ul style="list-style-type: none"> <li>• Learnt how to deal with conflict and deadlocks;</li> </ul>	<ul style="list-style-type: none"> <li>• Planned a negotiation to be conducted back at work; and</li> </ul>
<ul style="list-style-type: none"> <li>• Experienced non-verbal communication, body language;</li> </ul>	<ul style="list-style-type: none"> <li>• Simulated this negotiation with other participants and received feedback.</li> </ul>
<ul style="list-style-type: none"> <li>• Applied questioning techniques;</li> </ul>	

## Training Methodology

This is a highly interactive and practical program in which participants will:	
<ul style="list-style-type: none"> <li>• Personal negotiating profiles will be established;</li> </ul>	<ul style="list-style-type: none"> <li>• Extensive and detailed course notes will be provided;</li> </ul>
<ul style="list-style-type: none"> <li>• A variety of unique cases will be negotiated with different people to ensure a breadth of learning;</li> </ul>	<ul style="list-style-type: none"> <li>• Simple and practical pocket notes will be provided, which summarise the main planning and interactive skills;</li> </ul>
<ul style="list-style-type: none"> <li>• Each negotiation is video-taped, reviewed and assessed against a set of skills by each party to the negotiation;</li> </ul>	<ul style="list-style-type: none"> <li>• On the last day of the program participants will plan the negotiations brought from their workplaces; and</li> </ul>
<ul style="list-style-type: none"> <li>• All learning is recorded in a Personal Learning Journal;</li> </ul>	<ul style="list-style-type: none"> <li>• This negotiation will be simulated with other participants on the program – who will provide feedback.</li> </ul>

## 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)
<b>2 days</b> – non-residential	<b>\$574 CUA Members</b>
<b><u><a href="#">Click here for dates</a></u></b>	<b>\$880 Individuals</b>
St. Catherine's College 2 Park Road, Nedlands	<b>\$660 Groups of 3 or more</b>
<b>Free onsite parking</b>	<b>Lunch, morning / afternoon tea included</b>

[Click here to Register](#)

**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**

