The Art of Negotiation

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

The ability to negotiate effectively is an important skill. It is also a skill that can easily be developed by understanding the process involved.

Who Should Attend

This training course is'aimed at anyone who negotiates as part of their role.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

- By the end of this'negotiation skills training courseparticipants will:
- Negotiate with the aim of achieving mutually acceptable outcomes
- Make effective preparations before starting to negotiate
- Set a negotiating range that you can work within
- Follow a clear structure for negotiations that will help you focus and achieve results

Detailed Course Outline

- What is negotiation Examines the concept of negotiation and what we are trying to achieve.

- Potential negotiations Participants identify the potential negotiations constantly surrounding them.

- Alternatives to Negotiation Negotiation is not the only method of problem solving. We identify some of the alternatives and discuss when negotiation is the best approach.

- Negotiating Structure Participants often identify confidence as being the main barrier to effective negotiation. Once they are able to work with an effective structure they find that this barrier quickly disappears.

- Planning Helps participants to understand the importance of planning before entering into negotiations. We look at what is involved in effective planning. Participants are given a planning template which will provide a basis for preparing most of their negotiations.

- Laying Foundations This important stage of negotiation is often overlooked by inexperienced negotiators. Participants will learn to set up their discussion so that they do not move towards agreement prematurely.

- Building Helps participants to avoid surrendering their position without getting something in return.

Completing Ensures that the negotiation is closed effectively so that all parties leave committed to the outcomes agreed.

- Pine Furniture An opportunity for participants to practice the processes covered during the course.

- I now know Participants review the session and exchange key learning points with each other. This consolidates the learning and helps them to identify points to add to their action plan and learning log.

Additional Course Details

Nexus Humans The Art of Negotiation training program is a workshop that presents an invigorating mix of sessions, lessons, and masterclasses meticulously crafted to propel your learning expedition forward.

This immersive bootcamp-style experience boasts interactive lectures, hands-on labs, and collaborative hackathons, all strategically designed to fortify fundamental concepts.

Guided by seasoned coaches, each session offers priceless insights and practical skills crucial for honing your expertise. Whether you're stepping into the realm of professional skills or a seasoned professional, this comprehensive course ensures you're equipped with the knowledge and prowess necessary for success.

While we feel this is the best course for the The Art of Negotiation course and one of our Top 10 we encourage you to read the course outline to make sure it is the right content for you.

Additionally, private sessions, closed classes or dedicated events are available both live online and at our training centres in Dublin and London, as well as at your offices anywhere in the UK, Ireland or across EMEA.

Frequently Asked Questions

Q: What delivery options are available for The Art of Negotiation?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 1-day The Art of Negotiation course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the The Art of Negotiation training?

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for The Art of Negotiation?

Yes, we provide corporate training, dedicated training, and closed classes for The Art of Negotiation. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: What related terms do people search for?

Popular related searches include: Art of Negotiation negotiation skills, deals, making a deal

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Q: Why choose Nexus Human for The Art of Negotiation?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your The Art of Negotiation training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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