



A NEGOTIATION SKILLS WORKSHOP YOU WANT - I WANT

📞 087 135 5543

WORKSHOP OUTLINE

- What is negotiation?
- Recognise the different types of negotiation
- The 3 stages of a Negotiation
- Measure the outcomes of negotiation
- Understand the characteristics of an effective negotiator
- Identify your negotiation style
- 6 Most common mistakes of negotiators
- Prepare to negotiate
- Consider the basic principles and issues of negotiation
- Establish negotiation skills, techniques and strategies
- Develop your negotiating skills
- Close a negotiation

01

Focus on practical application of skills, learnt, applied and practised

06

Improving the learner's confidence, attitude, knowledge and skills are critical

05

Edge ensures that the learners are engaged and receptive to training

02

Knowledge sharing and team learning form part of Edge's unique training methods

03

Programmes are flexible and easily adaptable to suit the various learning styles

04

Interactive sessions include group discussions, case studies, Q & A sessions and role-plays

COURSE METHODOLOGY

OBJECTIVE

By the end of this course you will have the knowledge needed to prepare for a negotiation, participate in the negotiation process which includes; bargaining, the exchange of information and discussion using the tactics, techniques, skills and strategies you have learnt, finally completing the course with closing out of the negotiation.

EDGE TRAINING CONSULTANCY

With over 18 years of Human Development training experience, Edge Training has a Level 2 BBBEE Scorecard, a National Footprint and Full Accreditation with Services SETA. Together with our BEE partners, we are committed to solving BEE related Skills Development Challenges in a meaningful way. Whether an Accredited Short Course, a Behaviour Changing Workshop or a Learnership, our highly skilled and dedicated team can offer you a solution. We source the learners and manage all the necessary requirements for disabled and unemployed learnerships. Most of our learnerships and Workshops are also offered as online courses.

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**ADDING VALUE
CHANGING LIVES**