

Innovative Negotiation Skills

Mastering Innovative Skills

Introduction

All of us work in a more intricate commercial and professional setting where we often have to negotiate not only with clients, customers, suppliers, and contractors but also with managers, coworkers, and other employees of our own company.

In order to provide participants with the negotiating skills and techniques they need to thrive in the demanding business world of today, this Advanced Negotiating Skills training course aims to thoroughly explain the negotiation process and show how to apply it.

This Course N Carry training programme will teach you:

- Gain a better grasp of important negotiating techniques and learn how to use them to increase your success in negotiations.
- Recognise how to best use your own negotiating approach.
- Develop your ability to manage the negotiating table and to influence others more successfully.
- Learn the skills and information needed to prepare for and handle a variety of negotiating situations.
- Become more adept at adding value throughout the negotiating process.
- Recognise the various attitudes and actions associated with other cultures and learn how to use them to your advantage.

Objectives

After completing this training programme in advanced negotiation skills, you will:

- Know the fundamentals of the negotiating process inside and out, and know how to persuade others to give you more of what you need and want.
- Possess a variety of very successful negotiation techniques and tactics that they can use to a variety of situations.
- Possess the ability to evaluate, organise, and become ready for each negotiation
- Recognise the advantages of managing and interpreting body language while trying to persuade others.
- Have improved as a bold and skilful negotiator

- Possess improved a crucial leadership, management, and operation talent that will boost your everyday performance

Training Methodology

A combination of formal lectures, case studies, role-playing exercises, self-assessments, presentations, and group discussions are used in this highly engaging Advanced Negotiation Skills training course. The instructional strategies used provide participants the chance to acquire, hone, and apply the skills taught via a range of practical activities that emphasise engagement and reinforce and expand upon the extensive course materials supplied.

Organizational impacts

- Assist in enhancing organisational capacity to use the negotiating process to create genuine value
- Facilitate improved strategic planning and negotiating process management to execute more durable and practical agreements that safeguard important connections.
- Boost the capacity to interact with people in an efficient manner both within the company and beyond it with clients, consumers, suppliers, and other third parties.
- Improve your capacity to value-claim in discussions with a firm that makes more money.
- Improved evaluation of what constitutes a successful negotiating result by comprehending the fundamental interests of the organisation
- Become more adept at negotiating agreements that reach or beyond organisational objectives.

Personal Impact

- Following this training session, attendees will:
- Learn about their innate negotiating style and how to modify it to become a more skillful negotiator.
- Possess the ability to approach the negotiating process strategically and analytically
- Acquire the knowledge and abilities to participate in genuine value-generating cooperative negotiations and improve their own negotiating abilities.
- Own a variety of negotiating techniques under their belt and know when to use them to get the best results.
- Learn important behavioural and body language cues that improve business communication in general and negotiating in particular.
- Possess improved essential management, leadership, and interpersonal abilities as well as the self-assurance to bargain in a way that really offers worth

Who should attend?

Anyone who wants to improve their skill set to make their negotiating performance a more effective element of their capabilities may take advantage of

our Advanced negotiating Skills training course, which will have the following major benefits:

- Supervisors
- Heads of Teams
- All Professional

Course Outline

Day 1

Overview of Negotiation: The Foundation for Development

- Thinking Distinctively
- The Impact of Negativity and Positivity on Negotiation
- Bringing a Positive Outlook to the Bargaining Process
- Format for Proposal: clear, concise, and rational
- Elevating Your Proposal to the Top of the Competition
- The Psychology of Negotiation: Understanding the Motive of Your Opponent
- The Positive Feeling
- Methods of Asking and Listening Questions

Day 2

Recognising Your Behavioural Type to Improve Your Negotiation

- Understanding and recognising your own behavioural style is essential to effective negotiation
- Evaluation of Negotiation Style
- Methods of Negotiation
- The "Win-Win" and the reasons it's misinterpreted
- The Two Differing Methods of Negotiation
- The Negotiation Process and Communication Style
- Adjusting to Diverse Modes of Communication
- Ethics and Bargaining

Day 3

Creating a Strategic Framework for Negotiations

- Distributive negotiating strategies: a strategic approach to negotiation

- Offers and counteroffers, openings, and anchors
- Integrative Negotiation Strategies: A Strategic Approach to Negotiation
- Information exchange, diagnostic queries, and unbundling problems
- Package Discounts, Several Offers, and Settlements After Settlement
- Understanding and Preserving Your Sources of Negotiation Power: A Hands-on Guide to Sales Negotiation Behaviour

Day 4

Interests, Organisation, and Reading Nonverbal Cues

- Needs vs. Wants: How important it is to determine needs
- The Function of Emotional Intelligence in Negotiations
- The Significance of Nonverbal Cues and Body Language
- How can we correctly interpret body language and what does it mean?
- Recognising Thoughts from Body Expression
- How can you improve your negotiating skills by using your own body language?
- Learning to Mediate in Order to Make Better Deals: Resolving Disputes
- The mediator's techniques are useful mediation skills that aid in the resolution of conflicts.

Day 5

Dealing with Diverse Nationalities and Cultural Backgrounds

- Face-to-Face Negotiation: Handling Cultural Differences
- American and British
- Chinese and Japanese
- German and French
- Suggestions for Intercultural Negotiators
- Exercise in International Team Negotiation
- Implementing Negotiation Strategies: assembling a deal
- Questions and a Summary of the Session