

Negotiation Skills Training



Overview:

Good negotiation skills are obtained in time by good observation of how some of the best in your business negotiate and constantly practicing the core principles underlying negotiation. This training helps you understand the core principles and subtle rules of negotiation and teaches you to implement them in your life and business. Take the road to become a master negotiator with MMM Negotiation Skills training program.

Training Topics:

- What is negotiation?
- Types of negotiation
- Skills of negotiation
 - Assertiveness
 - Persuasiveness
 - Conflict resolution
- Stages of negotiation
- Win-win negotiation
- Seeing Other Points of View
- Reading Other People
- Defining Your Negotiation Style
- Working with Your Own Negotiation 'Rules' and Beliefs
- Playing the 'Game' of Negotiation
- Knowing Your Bottom Line
- Knowing What to Give Away
- Dealing with Hidden Agendas
- Making Decisions
- Closing The Deal

Training Hours:

- Our recommendation is for 8 hours of training



Training Methodology:

- PowerPoint Presentation
- Role Plays
- Games and Group Activities
- Case Studies

Resources Required:

- MMM Training Solutions will conduct the training.
- Maximum number of participants to a class will be 15.
- The training will be conducted at a venue organized by your organization.
- The following will be provided by your organization:
 - Handouts will be printed/photocopied
 - The LCD projector
 - Audio speakers



MMM Training Solutions
Seamless Transformation

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