

# The Master Negotiator - Advanced



***Live at the Top of your Game and Experience the Results!***

The Master Negotiator is an advanced workshop dedicated to empowering individuals with negotiation experience to move to the next level. In a competitive business environment, a lack of clear strategy in negotiations can affect your outcomes, costing your organisation time, money and unnecessary frustration. Not to mention if you are dealing with multiple stakeholders with different priorities and agendas.

This course is designed to help identify the key components of conducting a successful negotiation using more complex or advanced influence strategies. It helps individuals understand the core psychology drivers and implement the necessary communication and influence strategies to reach their objectives.

It covers everything from the planning and preparation process, strategies, understanding how to communicate assertively, persuasion and closing techniques and everything you will need to know to maximise a win/win outcome in more complex negotiations.

## Designed for?

- Those who are required to negotiate outcomes to customers, clients, stakeholders, colleagues and managers.
- Who needs advanced strategies and the ability analyse and understand the psychology behind more complex and demanding negotiations.
- Suited to participants looking to build on an existing negotiation skills and knowledge foundation.
- It is relevant for individuals at all negotiation levels and with diverse role applications.
- An ideal group size is 6 – 15 participants.

## Key Learning Outcomes

- ✓ Develop clear solutions and draw from a range of advanced strategies to match your negotiation demands
- ✓ Identify the strategic power bases in negotiation and form an effective strategy.
- ✓ Communicate and position your message in the most influential way.
- ✓ Map out the interests of 'one-on-one' or 'multiple party' complex negotiations.
- ✓ Deal with stubborn or dominating negotiators to move things forward.
- ✓ Engage in effective planning and preparation and save valuable time.
- ✓ Build strategic alliances to gain more negotiation leverage and understand the 5 negotiation styles.
- ✓ Understand the driving psychology of influence triggers that move people to action.
- ✓ Communicate and position your message influentially using assertiveness techniques.
- ✓ Use your newfound confidence to create new opportunities.
- ✓ Understand the key advantages of developing an influence network map.

Live Face to Face, Virtual or Hybrid



Power Sessions



Half-Day



Full-Day




Two-Day



Coaching

## Contact Us

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