

The Master Negotiator - Core



Master the Strategies to Accelerate You to Yes!

The Master Negotiator-Core is dedicated to upskilling individuals with the knowledge and application to successfully negotiate in a competitive business environment. This course is designed to help participants identify and understand the key fundamentals of conducting a successful negotiation, even if you have never negotiated before.

It covers everything from the planning and preparation process, strategies, understanding how to communicate, persuasion techniques and everything you will need to know to maximise a win/win outcome. Whether its skills required for sales, commercial contracts, dealing with internal/external clients or even just gaining the best deal, this program will give you everything you need to know to negotiate successfully.

It covers all aspects of formal and informal negotiations as a foundational course. It is designed with lots of activities, role plays and negotiation scenarios. This ensures the participant receives a deep and practical learning experience. This course can also be tailored to your organisation's unique negotiation style and situation. Whether that be contract, sales, purchasing or internal and external negotiations.

Designed for?

- Anyone involved with customers or suppliers, salespeople, managers and executives.
- Anyone who is required to negotiate win-win outcomes and agreements.
- Those who are involved in formal or informal negotiations, and it is designed to meet all levels of experience.
- It is ideally suited for any individual wanting to learn the best practice principles for the negotiation process
- An ideal group size is 6 – 15 participants.

Key Learning Outcomes

- ✓ Develop clear solutions and map out the interests of all parties to gain desired outcomes.
- ✓ Communicate and position your message in the most influential way.
- ✓ Map out the interests of one-on-one or multiple-party negotiations.
- ✓ Deal with stubborn or dominating negotiators and influence the outcome.
- ✓ Engage in effective planning and preparation and save valuable time.
- ✓ Build strategic alliances to gain more negotiation leverage.
- ✓ Understand the 5 negotiation styles.
- ✓ The method of success to structure and organise your information.
- ✓ Work with the 5 power bases to create strategy.

Live Face to Face, Virtual or Hybrid



Power Sessions



Half-Day



Full-Day



Two-Day



Coaching

Contact Us