



**ARIVU**  
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## **Negotiating & High Value Negotiation Skills (2-days)**

Negotiation skills can help you achieve aims and solve problems. It is about reaching win/win solutions and making the deal happen, where all parties feel the outcome is fair. This course will help you understand the process of negotiation – how to prepare, having clear aims and objectives, how and when to use different negotiating styles, strategies and tactics. It will give you the confidence to be a successful negotiator – be it for sales, winning new clients and business, with trade unions or with colleagues.

If you require any specific negotiation skills courses for a particular audience or in use of specific situations, then we can tailor-make the training for your specific needs. Just call us on our number for a chat.

### **What you can expect to gain:**

#### **Core Skills and the Negotiation Process**

- Transactional, collaborative and creative negotiation.
- Negotiations psychology
- The negotiation process.
- The importance of planning your negotiation.

#### **The Essential Steps of the Negotiation Process**

- Planning and preparation – BATNA's and NDB's
- Opening, proposing and negotiating for a win/win result
- Reaching agreement, review and execution.

#### **The Behavioural Skills of a Good Negotiator**

- Your sources of power in negotiation.
- Understanding negotiation styles.
- Questioning and listening.
- Adopting a WIN-WIN mind-set and avoiding deadlock.
- Managing reactions – 1-2-1 and team based negotiations.

#### **What others have said about these courses:**

*"I enjoyed learning and practising how to be a great negotiator. It really tested my skills and I can't thank you enough in preparing me for our usual difficult meetings with the trade unions. Highly beneficial."*

- Charles McKenzie-Cross, CAG



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To find out more about this course or to enquire about prices, training dates and locations, please contact us on **0871 237 6767** or email us at

[info@arivu.co.uk](mailto:info@arivu.co.uk)