

Effective Negotiation and Convincing

Training Calendar

Date	Training Time	Location
23 September 2019	2 Days	Bilginç IT Academy
30 September 2019	2 Days	Bilginç IT Academy

Training Details

Training Time	:	2 Days
Capacity	:	12
Prerequisites	:	There are no prerequisites for this course.

About Training

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Negotiation is key to everyday business and the ability to negotiate effectively in a wide range of business contexts is crucial. This involves securing the best outcome for both parties and protecting valued relationships.

What You'll Learn

At the end of this course you will be able to:

- understand the various approaches to negotiation
- structure negotiations for effectiveness and to achieve win-win outcomes
- identify and develop the interpersonal skills crucial to negotiating proactively
- identify and utilise a number of effective negotiation tactics
- establish the skills to understand what all the involved parties want
- construct flexible negotiation solutions

- use positioning and phrasing to directly affect the outcome of negotiations.

Who Should Attend

This course is aimed at individuals who are looking to improve their negotiation skills to enable and facilitate decisions that achieve win-win outcomes.

Outline

- Personal psychology
- Techniques of persuasion in private life
- How do we get a new idea accepted?
- The use of body language in the Bronze
- Methods of protection from belief
- Persuasion techniques in negotiations
- Preparation before negotiation
- Negotiation management
- Differences between cultures in persuasion methods

Earnings;

- Self-recognition
- Recognizing opposites
- Empathy
- Asking questions / listening
- Persuasion
- Do not tell yourself
- Orientation
- Conflict prevention
- Negotiation skills
- Reading line breaks