



Advanced negotiation

Research shows that the party who controls and drives the negotiation achieves a better result than a simple analysis of their position would suggest. This seminar is designed to hone the skills of experienced negotiators and provide scope for them to try out strategies in a safe environment.

Advanced Negotiation also develops further the skills acquired by participants in our Essential Negotiation Skills seminar.

The programme

This two-day programme is designed for experienced negotiators and gives them opportunities to role-play a competitive negotiation in teams and then critically assess their performance against the key indicators of negative and positive performance identified in early sessions. Using a combination of tutor input, psychometric profiling of problem solving style, role-play, peer group review and video feedback, participants will review their negotiating strengths and weaknesses and develop an action plan to improve their negotiated agreements.

Who should attend?

Those with experience of negotiation looking to:

- Improve their skills
- Explore different approaches in a safe environment
- Get feedback on their approach and style
- Address aspects of their negotiation performance with which they are not happy
- Get feedback from other experienced negotiators
- Reflect on their experience
- Add new approaches and techniques

Benefits of Attending

Following this programme delegates will be able to:

- Analyse and control complex negotiations
- Manage their body language
- Control the negotiation process – even when dealing with difficult people
- Recognise the strengths and weaknesses of their preferred style
- Develop an action plan for improving their personal styles
- Achieve a step change in their negotiation through improved planning

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