



Negotiation Master Class

This seminar allows experienced negotiators to develop and test strategies and techniques in a safe environment in preparation for difficult or complex negotiations.

The Negotiation Master Class also develops further the skills acquired by participants in our in the Advanced Negotiation seminar.

The programme

This two-day programme uses participants' real life case studies and works with them to develop strategies and methods to address the real issues in their business and provide an action plan to improve their negotiation performance. This approach is frequently the preferred choice of organisations and teams who are about to embark on business critical negotiations or who are currently in the middle of complex negotiations.

Who should attend?

- Members of teams about to enter a negotiation
- Individuals who would benefit rehearsing a negotiation in a safe environment
- Negotiation teams which are experiencing intra team friction or difficulties
- Teams that would benefit from a structured planning session to a real problem
- Teams that have reached stalemate in negotiations and are looking for alternative approaches

Benefits of Attending

Following this programme delegates will be able to:

- Make progress by working on specific work related issues
- Enter a negotiation with greater confidence
- Identify and prioritise the range of options available to them
- Significantly increase the chance of success
- Reduce negotiation team stress and fatigue
- Redefine existing problems
- Evaluate their negotiation performance and identify strengths and weaknesses

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