



Negotiation for Leaders Training

Do you feel intimidated by negotiation? Are you paralysed when a conversation turns into negotiation? Negotiators are everywhere in our professional and personal lives. Yet, many people feel paralyzed by the idea of negotiation.

Using specific methods and tools can give you the advantage and help you get more of what you want, including more sales, more control or more respect within the workplace. Negotiation can be in simple conversation or more complex situations. Learning how to negotiate will help you become a stronger leader and have you winning more.

This one-day training course will help you learn negotiation techniques to close deals, maximize the value of the agreements you make, and get past impasses with difficult people.

Course Overview

We will spend the first part of the session getting to know participants and discussing what will take place during the workshop. Students will also have an opportunity to identify their personal learning objectives.

This workshop will help you teach participants to:

- Identify strategies to prepare for negotiations.
- Prioritise and categorize the issues that need to be addressed.
- Define the negotiation interaction at both the tactical and emotional levels.
- Manage critical negotiations better, both inside and outside of your organization.
- How and when to apply a wide variety of negotiation tools and techniques.
- Better understand personal tendencies in the face of conflict.
- Enhance, if possible, your relationships with other negotiation partners.
- Establish leverage.

Importance of Negotiation in Leadership

First, participants will understand how negotiation skills have helped leaders achieve what is best for their business, their employees, and themselves.

Negotiation Style

In this session, we will discuss some competitive negotiator's tools possible to boost their negotiation success.

Learning through high-impact techniques

Effective programs should also offer a package of other learning methods focused on making your managerial style more successful. Here, we will provide learning through such techniques as self-awareness exercises, role-playing and intensive interaction with other participants.

Build Relationships

Relationships in negotiation can be psychological or economic, political or personal. Wise leaders like skilled negotiators work to foster strong connections because effective leadership relies on them. In this session participants will learn how to build trust within a negotiation.

Negotiation Strategies

Participant will acquire skills for strategic decision-making, which will allow him to maximize the benefits of a negotiation in terms of creating value and satisfaction among the parties.

The Human Operating System

In this session participants will learn how effective negotiators use their understanding of how the mind works, and how others operate, to connect more deeply, and influence more effectively, the people with whom they negotiate.

Workshop Wrap-Up

At the end of the day, students will have an opportunity to ask questions and fill out an action plan.

Visit <https://paramounttraining.com.au> for more information or call 1300 810 725