



Advanced Negotiation and Influencing Skills

This course follows on from the Introduction to Negotiation Workshop and provides more complex negotiation information and role plays.

Online

Welcome

Refresher on the basics of Negotiation

- Principles of Negotiation
- Planning for Negotiations

Negotiation Role Play 1

- Preparation
- Undertaking the Negotiation
- Debriefing the Negotiation

Influencing and Persuasion in the Workplace

- Understanding what Influences Others
- Utilising Influencing and Persuading Tools
- Ensuring Agreement

Influencing and Persuasion Role Play

Negotiating to Buy

- Understanding the Buyer's Power
- Understanding the Seller's Power

Post-Contract Negotiation

- Why Post-Contract Negotiations are Necessary
- The Skills Required for Post-Contract Negotiations
- Obtaining the Desired Outcomes in Post-Contract Negotiations

Negotiation Style Test

- Understand your own negotiation style
- Understand strengths and weaknesses

Team Negotiations

- Who does What
- Skills of the Negotiating Team
- Planning and Preparation

Advanced Negotiation Tactics

- Understanding Ethics in Negotiation
- Understanding How Tactics are Used
- Thinking on your Feet

Negotiation Role Play 2 (Complex)

- Preparation
- Undertaking the Negotiation
- Debriefing the Negotiation
- Individual Feedback

Fee: \$350.00 inclusive of GST