THINK WIN –WIN

7 CPD UNITS

NEGOTIATING FOR RESULTS: ESSENTIAL STRATEGIES AND SKILLS

COURSE DESCRIPTION

We spend about 60 – 70% of our day trying to influence others in some way. Negotiation is a business-critical skill and those who are good at it, win big. Being able to negotiate effectively helps you maximizing value in agreements and contracts, achieve business goals and get along better with people and resolve differences without arguments and create a win-win situation for all.

This highly practical program gives you immediate and deep insight into the dynamics of negotiation and the practices of successful negotiators. You gain the knowledge, self-awareness and practical tools and competencies to enhance – and continuously improve – your own negotiation skill set.

TARGET GROUP

The course is aimed at those who want to develop or enhance their negotiation skills, including managers, sales and procurement personnel, HR practitioners, and attorneys.

INSTRUCTOR

Andrie Penta (BA (HONS), MSC, CIM, AICI)

LANGUAGE OF INSTRUCTION

English

TOPICS TO BE COVERED

Negotiation: A Learned Art
- Effective Negotiation & Forms of negotiations
- Skills of the Effective Negotiator

Preparation means success

Strategy & Tactics
- Negotiating the negotiation process
- Development of a relationship with the negotiator
- Anchoring bias
- Presentation of multiple equivalent offers at the same time (MESOs)

Agreement Area creation, Agreement Area expansion possibilities
- BATNA Analysis and Cultivation
- Negotiation Tactics

Evaluation of the other party, identification of his expectations, commitments, limits

Body Language and Negotiation

Empathy and Negotiation
- Active listening and mindfulness processes related to three different situations:
- The information; The confirmation; The ignition

Options for mutual benefit (Win-Win)

DATES & VENUE

NICOSIA

31/10 | TUESDAY | 9.00-17.00

COST: €150+VAT | HRDA SUBSIDY: €84 | FINAL COST: €94.50

SELF-FINANCING INDIVIDUALS ARE ELIGIBLE FOR A 20% TUTION FEE REDUCTION

DON'T MISS OUT!

Take the **next step UP** in your career. Sign up now! **Tel**: 22713230 | **Email**: SPSNicosia@cycollege.ac.cy