

LEADERSHIP AND MANAGEMENT SKILLS

Negotiating Skills for Leaders

OBJECTIVE

To execute deals effectively and successfully, persuasive leadership and negotiation skills are essential. Negotiation skills are an integral part of leadership, because leadership involves the use of persuasion and negotiation with an intention to achieve a win-win outcome. This workshop supports leaders in adopting effective negotiation tools and techniques to ensure optimum results.

WORKSHOP CONTENT

- Different approaches to negotiation
- Principles of Win-Win negotiations
- Opportunities and barriers to effective negotiation
- Preparing effectively for the negotiation
- Techniques in building rapport
- Developing successful negotiation strategies
- Breaking deadlock situations to create win-win outcomes
- Predicting and influencing the other party's behaviour
- Managing conflict positively and resolve disputes
- Dealing with concessions and compromise
- Knowing when to close the negotiation

TARGET AUDIENCE

This workshop is intended for any participant in a leadership role handling critical negotiations with stakeholders.

DURATION

Full day (8 hours)