

“Negotiation Skills” Training Program (English Material)

Course Length: one full day (Includes Coffee Break and lunch)

Objective:

At the end of this course you will be able to understand and apply the negotiation skills and use the effective tips and techniques for such important subject. Also, the course covers when we recommend to stop negotiate and the reasons.

Topics:

- What is negotiation?
- Traditional Vs Modern Technique
- Effective negotiation tips
- When & Why not to negotiate
- Different Exercises to practice

In this course, you will be able to learn:

- How to analyze the needs of the other side?
- How to negotiate about things other than money?
- How to study your offer before you start to negotiate?
- How to get the best deal while keeping good relations with the other side?