



Negotiation Training Workshop

Synopsis

Learn the skill of negotiation through exploring how to plan and execute negotiations that will result in win-win agreements. Participants will discover the techniques to create strong relationships, handle conflict and be empowered to deliver more value for their organisation.

Objectives

The objectives of this training workshop are for participants to:

- Providing an overview of negotiation principles
- Learn how to break down the negotiation process
- Understand the role of negotiation in Supplier Relationship Management
- Develop an awareness of which negotiation principles are most applicable to support your company
- Understand the implications of using inappropriate negotiation techniques
- Create guidelines to team negotiations and individual negotiations.

