

Effective negotiating

2 day workshop

Do your negotiations always end in a satisfactory deal?

What is the workshop?

A practical experience to help people who have to negotiate to do it better

- teaches key meeting behaviours — which to use and which to avoid
- gives a process to guide the negotiator
- designed for Senior Executives, Managers, Sales People, Contract Managers
- uses classroom, practical workshops, coaching, peer and instructor feedback.

What are its objectives?

On completion, participants will be able to:

- recognise they are in a negotiation
- know their own & others' preferred influencing styles
- Prepare, plan and conduct well ordered negotiations.

What topics are covered?

- alternatives to negotiation
- influencing styles
- skills of successful negotiators
- behaviours in meetings
- preparation and planning
- signals, proposing and responding
- dirty tricks and how to avoid them.

"I know there are many ways of getting to a deal – if you think it out first. Now I know how to trade and to adopt the appropriate behaviours". (Contract Manager, Nokia)

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