

Growing Revenue.

Negotiation Skills.

Overview.

The rogenSi Negotiation Skills Program combines planning, preparation and face-to-face skills, and is designed to maximise outcomes in high-stakes negotiations, particularly where protecting the relationship is important.

Key components.

- Definitions of negotiation
- Negotiation models
- The four negotiation philosophies
- Five strategies and approaches
- How to plan a negotiation strategy
- How to prepare for face-to-face negotiation
- Bargaining techniques
- Negotiation tactics
- Principles and guidelines of negotiation
- How to identify and handle different tactics

Challenges addressed.

- Supplier or contractor negotiation
- B2B client negotiations
- Internal re-sourcing or budgetary negotiations
- Negotiating new employee conditions
- Union discussions

Outcomes.

- To achieve desired negotiation outcomes while maintaining a positive relationship with the other party
- Have greater confidence and ability in managing tension and dealing with tactics during a negotiation
- Be more flexible in adapting their style to suit the other party and their negotiation objectives
- Be more thorough and strategic in planning for negotiations, and more effective in executing their plan
- Enhance their profile by being seen as a confident, capable, yet empathetic negotiator.

Duration.

1 - 2 days.