

The Confident Negotiator.



Outcomes.

Participants will:

- Learn to analyse negotiation situations, determine the appropriate strategies and tactics and how to use them effectively
- Role-play realistic scenarios to practice skills and receive feedback and tips
- Enhance their understanding of the dynamics of negotiation
- Become aware of the behaviours that get in the way of success
- Gain a range of tools that support the achievement of desired goals
- Develop a range of negotiation-specific communication skills from active listening to advanced questioning techniques
- Experience a range of negotiation activities from role-plays to intense exercises that build skills and self awareness
- Achieve superior negotiating outcomes from both rational and emotional perspectives
- Be more confident when next faced with a negotiation challenge.

Duration.

2 consecutive days for 6-8 participants

Who should attend.

Individuals who negotiate on a regular basis – from sales people to executives.

How to register.

To make a booking simply go to www.rogenSi.com and click on the Business Learning Centre tab, then choose your program and location.

For more information.

Call: 1800 797 447
Email: blc.australia@rogenSi.com
www.rogenSi.com

Overview.

To become a successful negotiator you require a combination of knowledge, skills, techniques and most importantly - confidence. Confidence is not bravado or an extroverted display, but an inner belief that comes from knowing you've done your homework, you're aware of your positions, interests and values, and you've anticipated the same in your counterpart. **rogenSi's The Confident Negotiator program** provides the skill-set, mindset, tools and techniques for you to become an effective, successful and confident negotiator.

Challenges addressed in this Program.

- Achieving a win/win outcome, via a principled approach to negotiating.
- Understanding the underlying principles of negotiation.
- Building self-awareness of your negotiation style.
- Effectively preparing for a negotiation by understanding your counterpart.
- Discovering the negotiation 'road map'.
- Building common ground and identifying potential sticking points.
- Acquiring and understanding the unique communication skills that drive negotiating.
- Building a strategy, and anticipating and dealing with tactics.
- Using the skills and techniques to bargain and trade.
- Maintaining control, reaching agreements and locking-in concessions.

Key components of this Program.

- Understanding negotiation, its dynamics and underlying principles.
- Qualities of an effective negotiator.
- Preparing for a negotiation.
- Opening and controlling the flow of discussion.
- Bargaining and concession trading.
- Advanced communication skills and strategies.
- Understanding and dealing with tactics.
- Reaching agreement and closing effectively.
- Planning tools and support frameworks & materials.
- Highly experiential workshop – role plays and numerous activities.