Negotiation Skills

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

Did you know that negotiation skills can impact up to 60% of business outcomes? Whether you're closing a deal, securing resources, or resolving conflicts, the ability to negotiate effectively is a game-changer. Strong negotiation skills don’t just help you win—they help you create win-win solutions that foster long-term success.

About This Course

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Who Should Attend

This course is ideal for professionals at all levels who need to improve their negotiating skills in the workplace. Participants will have the opportunity to apply concepts to real-life situations and practice negotiating in a supportive environment.

Prerequisites & Entry Requirements

General Prerequisites:

There are no formal prerequisites for this course. It is designed for individuals seeking to enhance their negotiation skills, regardless of prior experience.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Build the skills necessary for successful negotiation Identify key negotiation concepts and strategies Learn the key elements in preparing for negotiation to help ensure success Develop a BATNA (Best Alternative to a Negotiated Agreement) before starting negotiation Analyze what we bring to the negotiation table that could get in the way of successful negotiation Prepare options to get to a shared agreement Plan for and practice negotiating in a safe environment

Detailed Course Outline

Negotiation Overview

- Definition and strategies of negotiation
- Three approaches to negotiation
- The negotiation process

Preparing Your Negotiation Mindset

- Mental models and personal values
- Forms of power and managing emotions
- Identifying personal triggers and cooling down techniques

Prepare for Negotiation

- Determining if negotiation is the best path
- Setting negotiation goals and collecting relevant information
- Identifying your BATNA and interests
- Building an effective environment and preparing opening statements

Negotiation Process for Success

- Setting the time and place
- Avoiding negative environments
- Establishing common ground and building momentum
- Creating a negotiation framework and maintaining a positive approach
- Working through the five steps of negotiation

Best Practices

- Starting off on the right foot
- Deciding what to share and what to keep private
- Knowing what to expect
- Utilizing top negotiation techniques
- Managing impasses effectively

Frequently Asked Questions

Q: What delivery options are available for Negotiation Skills?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 1-day Negotiation Skills course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Negotiation Skills training?

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Negotiation Skills?

Yes, we provide corporate training, dedicated training, and closed classes for Negotiation Skills. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Negotiation Skills?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Negotiation Skills training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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