



DEVELOPING YOUR NEGOTIATING SKILLS

To succeed in your professional assignments, you will no doubt be called on to deploy your relational skills and negotiating abilities. This may involve negotiating additional resources with your manager, a redistribution of work within your team, specific quality standards with a supplier, the modalities of a given service with a customer, or an emergency intervention by the support team. So what does negotiation actually involve? Negotiation is not about imposing your views to the detriment of the other party, but finding a win-win solution that ensures a long-lasting relationship with your partners. This training course will show you how to achieve this by developing your negotiating skills using the mutual gains approach.

This programme is designed for:

- business unit managers
- line managers
- project leaders
- functional experts
- anyone who has to negotiate resources internally or from outside suppliers

At the end of this course you should be able to:

- prepare your negotiations effectively
- negotiate in an organised and constructive way
- adopt the most successful approaches as you negotiate

The management certificate shows you have acquired the skills covered in the course.



Benefits of the programme:

you will acquire negotiating skills that are more and more essential as the corporate world becomes more complex and cross-functional

you will develop your ability to get solutions and resources that will enhance your performance and that of your team

you will show yourself to be someone who is able to fulfil the needs of your team whilst preserving good relations with the people they work with

3 MONTH TRAINING PATH (21 HOURS)

A welcome message includes your login ID for the training course website.

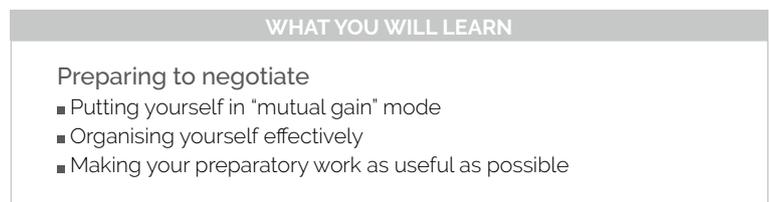
1 Preparing for the programme

Assess your level before you begin your training, and tell us what you expect from the course so that your trainer can recommend a personalised training path.



2 Mastering the fundamentals

Begin training and putting the fundamentals into practice, making the most of your trainer's experience and advice.



3 Building on what you've learned

Consolidate the skills you've acquired and build on them. Receive an action plan recommended by your trainer.



4 Receiving your certificate

Your trainer assesses your progress on the course. When the course is completed, you'll receive a certificate endorsing the skills you've acquired.

