

Negotiation and influence

Description

At least 60% of a manager's time is spent in a negotiation or influence activity, whether facing a supplier, selling a project or an idea, dealing with a conflict to be resolved, convincing your colleagues or your collaborators . If you want to know the inner workings of negotiation and influence techniques then this course is for you. If, in your daily life, you have to negotiate or convince, then this course will help you to be both more effective and better recognized. If you want to deepen your negotiation skills, already acquired, with advanced techniques of influence or relationships, then this course will give you the necessary keys. Join us and open the way to negotiation and influence

Course Content

Définition: What is negotiation ?

- The 6-Actes: Review each act and the Negotiation Checklist

Act 1: Analyse

- Case analysis
- Key techniques
- Simulation

Act 2: Attention

- Case analysis
- Key techniques
- Simulation

Act 3: Ask

- Case analysis
- Key techniques
- Simulation

Act 4: Assist

- Case analysis
- Key techniques
- Simulation

Act 5: Adjust

- Case analysis
- Key techniques
- Simulation

Act 6: Agree

- Case analysis
- Key techniques

- Simulation

Lab / Exercises

We will manage 8 to 12 simulations from real negotiation cases, and coached by our experts. These exercises will highlight both the trained techniques and practical participant cases.

Documentation

- Digital courseware included

Participant profiles

- Managers
- Project managers
- Sales/Buyers
- Client Relationship Manager

Prerequisites

- No prerequisites

Objectives

- Know your negotiation profile / votre profil de négociateur
- Master the 6 acts of negotiation
- Master negotiation key techniques validated by science

Niveau

Fondamental

Classroom Registration Price (CHF)

1300

Virtual Classroom Registration Price (CHF)

1300

Duration (in Days)

2

Reference

ORG-NEGO