



creating win win

consultative negotiation

Negotiation is something that we do all the time and is not only used for business purposes.

There are many reasons why you may want to negotiate and there are several ways to approach it. Negotiation, in a business context, can be used for selling, purchasing, staff, borrowing & transactions, along with anything else that you feel are applicable for your business

Contents

Defining Negotiation

How should we approach negotiations?

Step by step guide

What are different strategies of negotiation?

What strategy do I use frequently?

Pro's & Con's of different strategies

Conducting negotiations effectively

Critical elements of verbal negotiations

How skilled negotiators use these?

Take Away

This activity based training workshop looks at how skilled negotiators use consultative negotiation skills to improve their success rate.

On attending this training workshop, the participants will understand the concepts & techniques of negotiation & would be in a position to start applying the learning in their work.

To benefit from this training workshop as an organization or, an individual or, a group, please [contact us](#).

Objectives

Understand the process of negotiation

Understanding essential ingredients of effective negotiation

Developing winning propositions

Who should attend?

Middle level, Senior level

What is the duration?

2 days, 3 days, 3 ½ days

[choose duration](#)

Interaction language

English, Hindi/ English

Methodology

Multimedia Presentation

Lecture

Facilitated Discussion

Group exercise

Individual exercise

Study material

Anecdotes

Role plays

Inventory

Games

Q & A

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