



# YOU WANT - I WANT

A NEGOTIATION  
SKILLS WORKSHOP



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## A NEGOTIATION SKILLS WORKSHOP

### WORKSHOP OUTLINE & OBJECTIVES

- Identifying the characteristics and skills of an effective negotiator
- Discovering your negotiation style and how it relates to the 2 most common styles
- Understanding the 3 outcomes of negotiation and how this will influence your approach
- The 6 most common mistakes of negotiators
- Preparing for a negotiation and the role of discussion and bargaining
- Applying closing techniques to a negotiation in order to obtain commitment

### WORKSHOP SCHEDULE

- 08:30 Registration & Coffee
- 09:00 Workshop Commences
- 10:30 Morning Refreshments
- 13:00 Lunch
- 15:00 Afternoon Refreshments
- 16:00 Workshop Ends

### COURSE METHODOLOGY

This workshop is conducted with maximum use of practical application of the skills acquired. Participants will, both by themselves and in groups, work with role plays, problem solving, case studies and unique training exercises to ensure they acquire, reinforce and retain newly acquired skills, attitudes and characteristics.

### EDGE TRAINING CONSULTANCY

Edge Training is a Fully Accredited Training Provider with the Services Seta, Accreditation #1135. Edge is a Level 2 BBBEE Company with over 17 year's Human Development training experience in and around Southern Africa. Edge is able to provide training throughout South Africa with a National Footprint of Agencies.

#### EDGE TRAINING CONSULTANCY (PTY) LTD



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BEE Level 2

SSETA Accreditation #1135

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