Macrosoft

Vzdelávanie s trvalým efektom

DOCUMENT

Course syllabus

CATEGORY

Business training

TRAINING FORMAT

In Bratislava or online with a lecturer

PRICE EXCL. VAT

250,00 €

PRICE INCL. VAT

307,50 €

including 23 % VAT

Macrosoft školiace centrum

Aktuálne informácie na Macrosoft.sk

PDF SYLLABUS

Negotiation Skills II.

Clear overview of course topics, training scope and key information.

The Negotiation Skills II training is intended for managers, executives, marketing employees and salespeople, corporate negotiators, employees of state and public administration, and first-contact employees dealing with clients - the public. Furthermore, for spokespeople, representatives of trade unions or non-profit organizations, but also for everyone interested in the issue.

COURSE CONTENT

01

Training Content

before you start (Setting favorable negotiation conditions) what is negotiation? When is negotiation possible? attitudes toward negotiation negotiation strategies negotiation tactics preparation for negotiation (Do we want and can we negotiate?) COST principle (Is negotiation worth it?) negotiation based on maintaining position - own advantage /hard practices/ negotiation based on interests - convergence of positions /soft practices/ forces in negotiation negotiation - threats concessions in negotiation how to break a deadlock? behavior during negotiation individual stages and steps of negotiation setting negotiation goals reconnaissance of the other side's needs procedure and stages of negotiation behavior during negotiation what top negotiators do negotiation as discovery how to argue

This document serves as an informational overview of the course syllabus. Current dates, venue and availability are listed at Macrosoft.sk.

https://www.macrosoft.sk/en/courses/negotiation-skills-2