

## Gaining the Negotiation Edge

*Master Strategies to Accelerate You To Yes!*

**Gaining the Negotiation Edge (2 Days)** is dedicated to empowering individuals with the skills to successfully negotiate in a competitive business environment. A Lack of clear strategy in negotiations can affect your bottom line profits and be costing your company potential clients every day.



This course is designed to help identify the key components of how to conduct a successful negotiation. It covers everything from the planning and preparation process, strategies, understanding how to communicate, persuasion and closing techniques and everything you will need to know to maximise a win/win outcome. Whether its skills needed for sales, commercial contracts, dealing with internal/external clients or even just gaining the best deal, then gain the competitive advantage with **“Gaining the Negotiation Edge.”**

### You Will Discover

- How to analyse the negotiation for a successful outcome
- The practical techniques to gain support for your objectives
- Negotiation tactics that are used by the best in the world
- Profiling techniques to analyse and help predict the other party's motive and response
- How to create an interest map and develop the right negotiation strategy
- How to have high level dialogue skills to influence outcomes
- Your personal negotiation style and how to identify the negotiation style of the other parties
- How to achieve mutually acceptable outcomes using persuasion and closing techniques
- What to do when the negotiation becomes a conflict
- The ability to structure and communicate your message persuasively
- How to identify and use power bases to position your objectives
- The process of negotiation and the stages you will go through to reach a compromise

***“In business, you don't get what you deserve, you get what you negotiate.  
Chester L. Karrass’***

### Participant Outcomes

- ✓ Develop clear solutions and map out the interests of all parties to help gain desired outcomes.
- ✓ Identify the strategic power bases in a negotiation and form effective strategy.
- ✓ Communicate and position your message in the most influential way.
- ✓ Map out the interests of one on one or multiple party negotiations.
- ✓ Deal with stubborn or dominating negotiators and influence the outcome.
- ✓ Engage in effective planning and preparation and save valuable time.
- ✓ Build strategic alliances to gain more negotiation leverage
- ✓ Understanding the 5 Negotiation Styles

## Workshop Format

All of our workshops use adult learning methods to maximise interactivity, engagement and fun. Our Facilitators use a combination of professional visual aids as well as multimedia to present the information. Each workshop has tailor made activities and discussions and even though the information has a specific format it is adapted and customised to suit each group.

**All CAL facilitators** are industry experts in their chosen field and come with a wealth of practical business experience, qualification and application.

## Designed For:

Anyone who is involved with customers or suppliers, sales people, managers and executives or anyone who is required to negotiate win-win outcomes and agreements. This course is applicable for those who are involved in formal or informal negotiations and is designed to meet all levels of negotiation experience.

**Price: \$850 plus GST (2 Days)**

Includes all materials as well as morning tea, lunch and afternoon tea.

**Early Bird Price:**

Up to 4 Weeks before Schedule Date  
**less 10%**

**Group Booking Price:**

- 2 Participants 10%
- 3 and above Participants 15%

**To Register:**

**Call us on (03) 9421 2444**

**[Click Here to Register Online](#)**

**Location:**

All courses are conducted on our premises  
3 Prince Patrick Street, Richmond Melbourne

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