

Introduction

The best negotiators are children, they are driven, do not understand 'No' are not limited by emotional control and have no fear.

Whilst in business the desire to win is the same, the rules are far more complex. Most importantly the party showing no emotional control, not understanding 'No', to part of a proposal and displaying no compassion will seldom, if ever, secure their basic goal.

Aims

The program develops:

- negotiating skills through theory, followed by practice
- a set of core negotiating tools, suitable to all negotiations
- the role of EQ within negotiation
- a range of influencing strategies and styles

Benefits – to the individual

Participants gain an understanding and practise in:

- negotiating, when to undertake it, what effect EQ has on negotiators
- collaboration vs competition
- the role of buyer and seller
- the use of trust as an effective tool
- preparation; motivation and 'T' concept
- how motivators prior to negotiation can be used
- emotional management
- useful and dangerous body language and behavior
- influencing strategies to move others quickly to their favoured position

Who Should Attend

Any individual who is involved in negotiating and needs to understand both the process of negotiation as well as the importance of using EQ tools in this arena.

