

learning  
equals  
development

# EQV Course Outline



■ Negotiation Skills

■ 1 Day

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## Negotiation Skills (1 Day)

### Business Benefit

One of the major 'critical success factors' for many organisations is the ability to complete successful negotiations. This course focuses on this involved and challenging process, highlighting the key skills and strategies needed to negotiate a winning outcome.

### Who Should Attend?

Sales people, buyers, managers and anyone who is involved in negotiation at any level.

### Learning Objectives

*By the end of this course  
you will be able to...*

- Define negotiation and the myths around negotiation
- Identify the 3 criteria for negotiating
- Examine why we negotiate and the alternatives to negotiation
- Define the skills of a negotiator
- Identify the four different phases in the negotiation process
- Examine two negotiation models
- Practice negotiation.

### Course Content

- What is negotiation
- The myths of negotiation
- The 3 criteria of negotiation
- When do we normally negotiate?
- The alternatives to negotiation
- Power and costs - the Ideal and the Limit bargaining model
- The skills of negotiation
- How well do you negotiate
- The four phases of negotiation
- The Close and Agreement
- Negotiating Challenges
- The BATNA Model
- The negotiation exercise
- Personal Development Plans

2011  
Jul 26  
Aug 25  
Sep 23  
Oct 25  
Nov 22  
Dec 21

2012  
Jan 24  
Feb 22  
Mar 22  
Apr 25  
May 24  
Jun 27  
Jul 25  
Aug 20  
Sep 17  
Oct 10  
Nov 05  
Dec 06

### You may also be interested in

Active Listening, Communication Skills, Influencing & Persuading, Motivation

### Training Locations

Leicester, Sheffield, Liverpool, Manchester, Basingstoke, London

## The EQV Promise

We ensure that our courses are well received and are delivered by trainers that have actual commercial competency in their chosen subject.

Not only is this essential for our accreditation purposes but it ensures that the trainers will be able to include relevant experiences they themselves have learnt from. This generates appropriate engagement and empathy in the training environment.

When the course is completed we will report back to you about how the training has been received and can indeed evaluate the training right from start to finish after the skills transfer period. This information can come from your account manager who is your main point of contact at all times.

## The EQV Experience

Our training courses take the attendee on a journey of learning and development. Throughout the course everyone is engaged in a stimulating and participative way.

Our courses are designed to encompass many different kind of learning activities making sure they appeal to different natural styles of learning that individuals have.

Activities may include a selection of syndicate work, discussion, pair work, case studies, games, role play, quizzes and presentations.

During the event an individual works on their own implementation plan so that they have a clear plan of how they are going to support their own skills transfer back in the workplace. Whilst it is important for the attendees to enjoy the workshop we want to ensure they apply as much as possible back in the workplace.

## Our Training Centre

Set in the heart of beautiful rolling Leicestershire countryside, our idyllic training facilities not only provide attendees with the perfect environment to concentrate on their individual learning experience but also provide the practicality of ample parking and fully designed and equipped training rooms.

You will be greeted upon arrival by our training co-ordinator who is your point of contact throughout the day should have any specific queries.

A delicious buffet lunch is provided, catering for a variety of dietary needs.

## What Delegates Say about this course

*"Very good course content"*

*"Excellent"*

*"Has provided new ways to negotiate that wouldn't have occurred to me previously"*

