



International Training
Center Paris

TRAINING SCHEDULE



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NEGOTIATION SKILLS

Overview:

The Negotiation Skills training program is designed to provide participants with the skills and knowledge necessary to effectively negotiate in a variety of situations. The program covers a range of topics, including negotiation strategies and tactics, effective communication skills, and the legal and ethical considerations involved in negotiation.

Objectives:

- Develop an understanding of negotiation strategies and tactics
- Improve communication skills for negotiation
- Understand the legal and ethical considerations involved in negotiation
- Learn how to effectively negotiate in a variety of situations

Throughout the program, participants will engage in lectures, case studies, group discussions, and practical exercises to help them develop the skills necessary to succeed in negotiation. By the end of the training program, participants will have an advanced understanding of negotiation strategies and tactics, improved communication skills for negotiation, an understanding of the legal and ethical considerations involved in negotiation, and the skills necessary to effectively negotiate in a variety of situations.

Targeted Groups:

- Sales negotiators
- Business development managers
- Procurement specialists
- Contract managers
- Professionals involved in deal-making

Planning:

Day 1: Introduction to Negotiation Skills

- Overview of negotiation skills
- Understanding the role of communication in negotiation
- Legal and ethical considerations in negotiation

Day 2: Negotiation Strategies and Tactics

- Understanding different negotiation styles and approaches
- Developing effective negotiation strategies and tactics
- Best practices for negotiating

Day 3: Communication Skills for Negotiation

- Techniques for effective communication in negotiation
- Active listening skills
- Building rapport and trust with negotiation partners

Day 4: Legal and Ethical Considerations in Negotiation

- Understanding the legal and regulatory framework for negotiation
- Contract law and its application to negotiation
- Ethical considerations in negotiation

Day 5: Effective Negotiation in Various Situations

- Negotiating with vendors and suppliers
- Negotiating with customers
- Salary negotiation and other personal negotiations