

Essential Negotiation Skills Workshop 2016



This workshop has been exclusively designed for SHAPA members to gain essential negotiations skills for use in the business environment. It will be facilitated by Tony Thomson who has many years of experience in this area who will work with you to improve your negotiation skills.

Aims:

To introduce attendees to negotiation. In particular to instil an understanding that every business interaction may include some level of negotiation. That this is not just about money, but to create a win-win scenario for all parties involved in any discussion.

Audience:

Typical attendees would be people who want to achieve better negotiations and feel that a more structured approach is of benefit.

Description:

In this course, negotiation is positioned as a means for achieving a set of conditions that are of benefit to the negotiator while not causing the other party in the negotiation to feel they have received a raw deal. It is very much focused on achieving win-win outcomes for all those negotiating.

It covers the following:

- * A review of the delegates' perception of negotiation
- * Structuring negotiations
- * Introducing the Walk-away situation
- * Getting to grips with a win-win scenarios including role playing
- * Win-lose and its implications
- * Lose-win and its implications
- * Applying this in a range of scenarios
- * Bringing this new skill to the workplace

Who should attend ?

Anyone involved in driving their business forward.

The Workshop is designed to enable everyone to take away practical tips suitable to their skills and experience.

So join us for an inspiring and enjoyable day out.

DATE: 15th November 2016
TIME: 9am-4pm (coffee and registration at 9am)
VENUE: Hilton East Midlands Hotel (off the M1 jct 24)
DELEGATE FEE: £195 + VAT

TO BOOK

email booking form to Ian Birkinshaw info@shapa.co.uk

