

How can negotiation skills benefit you?

We are constantly negotiating. Whether agreeing on a contract with a vendor, asking for a pay rise or agreeing on resources for a project, we are negotiating. We want to win. But at the same time we want to sustain healthy working relationships. Learn the skills that will get you to yes and keep the other party happy.

Workshops

- Negotiation skills for managers
- Negotiation skills to solve workplace problems
- Negotiation skills for engineers and scientists
- Negotiation skills for graduates

Each workshop can run as a single 90-minute module or a series of modules. Choose what you would like to cover from the list below. We can cover these areas as distinct modules or combine them.

Modules

- Becoming an effective negotiator
- Principle-based negotiation
- Influencing in negotiations
- Your negotiation role play

