1. Course Details:

Course Code : SFMM-009
Course Title : Advanced Negotiation Skills and Deal Making Strategies
Course Duration : 5 Days

2. Course Overview:

- Negotiation happens all around us, almost all the time. Most of us negotiate in one form or another from the time we get up in the morning until we go to sleep at night. Some of us even negotiate in our sleep. Not only will developing this ability allow you to negotiate better deals and agreements, it will also enable you to manage teams more efficiently, interact with colleagues, customers and clients more effectively, and resolve both internal and external conflict more powerfully.

- This training course builds on the latest analytical, strategic and practical negotiation thinking and explores both highly competitive bargaining behaviors, as well as a collaborative problem solving strategic approach to negotiation, which when combined successfully are the defining characteristic of advanced negotiation and deal making skills.

3. Learning Outcomes:

- Learn how to negotiate effective agreements that identify, create and capture value
- Gain insight into their own strengths and weaknesses as negotiators and to acquire personalized feedback to effect improvement
- Develop a range of practical negotiation skills and strategies that can be used in a variety of situations
- Gain confidence through being able to plan, execute and deliver effective negotiation outcomes
- Understand how to identify and enhance leverage, and to communicate effectively in complex cross-cultural environments
- Develop an understanding of the underlying psychological drivers of negotiation behaviors and how to harness these to influence others

4. Course Contents:

The Anatomy of a Negotiation - Characteristics, Behaviors and Phases

- Characteristics of a negotiation situation
- Key principles of effective negotiation and deal making skills
- The core components of effective negotiation behavior

- Hard bargaining and problem solving – focusing your skill development
- Managing the inherent tensions present in every negotiation
- Stages and phases of a negotiation

Building a Deal – Advanced Negotiation Strategies

- Strategies vs. tactics
- Effective approaches to hard bargaining
- Alternatives, walk-away point, bargaining range & objective setting
- Constructing Opening Offers, Winners Curse, and Norms of Fairness
- How to create value strategies and tactics of integrative negotiation
- Effective value generating deal making strategies
- Underlying interests, high value and low value trades, unbundle issues and multiple offers

Utilizing Leverage and Dispute Resolution Skills to Build Better Deals

- Identifying and building leverage
- Enforcement mechanisms – what is the purpose of a contractual agreement?
- Formal dispute resolution process: Negotiation, mediation, arbitration & litigation
- Developing mediation skills to build better deals
- Negotiating with difficult people
- The ethics of leverage – appropriate negotiation behavior

Preparation and Communication – The Key to Successful Outcomes

- Getting ready to implement the strategy: The planning process
- Preparing and managing negotiation teams
- Communicating to maximize influence
- Indirect forms of communication (body language)
- The power of listening skills in negotiation
- Understanding power and communication in a cross-cultural context
- Strategic considerations in cross-cultural negotiations

The Psychology of Negotiation – Harnessing the Science of Influence

- Understanding the importance of influence
- Reciprocation, scarcity and authority
- Consistency, liking and social proof
- Negotiating better deals
- Traits of the advanced negotiator
- What to take away from this course

5. Our Methodology:

- Make coaching and monitoring innovative and using modern
- Media training also using on the go training by using interactive means and focusing on
- The exercises, practical applications and real situations study.
- Live delivery method, instructor-led training.
- Experienced consultant, trainers, and professional.
- Qualified trainer with high-level experience

6. Attendance Reports:

- Send daily attendance reports to trainingdep
- Send full attendance report to training dep. by the end of thecourse
- Attend 100 % from the course days also providedaily
- Issue attendance certificate for participant who attend minimum 80% from the course duration

7. Pre/Post Reports:

- Pre- assessment before starting training.
- Post assessment after finish training
- Full report for the deferent between Pre-& Post assessment

8. Who Should Attend?

- Managers and Supervisors
- Anyone who is ambitious and wishes to build or enhance negotiation skills
- Those who wish to enhance existing negotiation skills building on experience
- Who are desirous of a managerial and supervisory position?