

WIN-WIN NEGOTIATING WITH NLP

Negotiation is a part of life we all have to deal with. Being able to do so successfully can make a big difference to our outcomes. From the kitchen table to the conference table, this highly interactive workshop empowers participants to negotiate efficiently as well as effectively. More than just mere negotiation skills, this program provides participants NLP tools to enhance their effectiveness plus timeless negotiation principles to ensure long term positive relationships.

Course objectives

1. - understand and apply the foundational principles of negotiation
2. - acquire knowledge, skills and tricks of the trade of negotiation
3. - acquire powerful and practical negotiation strategies
4. - acquire skills in negotiation with different personalities

Module 1:

The Negotiation Principles

- Foundation of an effective negotiator
- Let's Get Real - Is there such thing as Win-Win?
- 4 Master Keys to an Effective Negotiation
- Handling Emotions with NLP

Module 2:

The Negotiation Strategy 1 - Basics

- The Process of Negotiation
- Factors that Affect Negotiation
- Position Analysis
- B.A.T.N.A.

Module 3:

The Negotiation Strategy 2

- Tricks of the Trade: Opening, Middle and Closing Gambits
- Influence Strategy
- Street Smart Negotiation Tips

Module 4:

NLP Negotiation Process

- Body Talk - Defining body language
- Utilising the sensory systems
- Negotiating with Different Personalities
- Instant Rapport Strategies
- Probing & Leading the Negotiation
- Counter Proposal Techniques
- Finding the 3rd Alternative

Facilitator
K W Loke

Duration : 2 days