

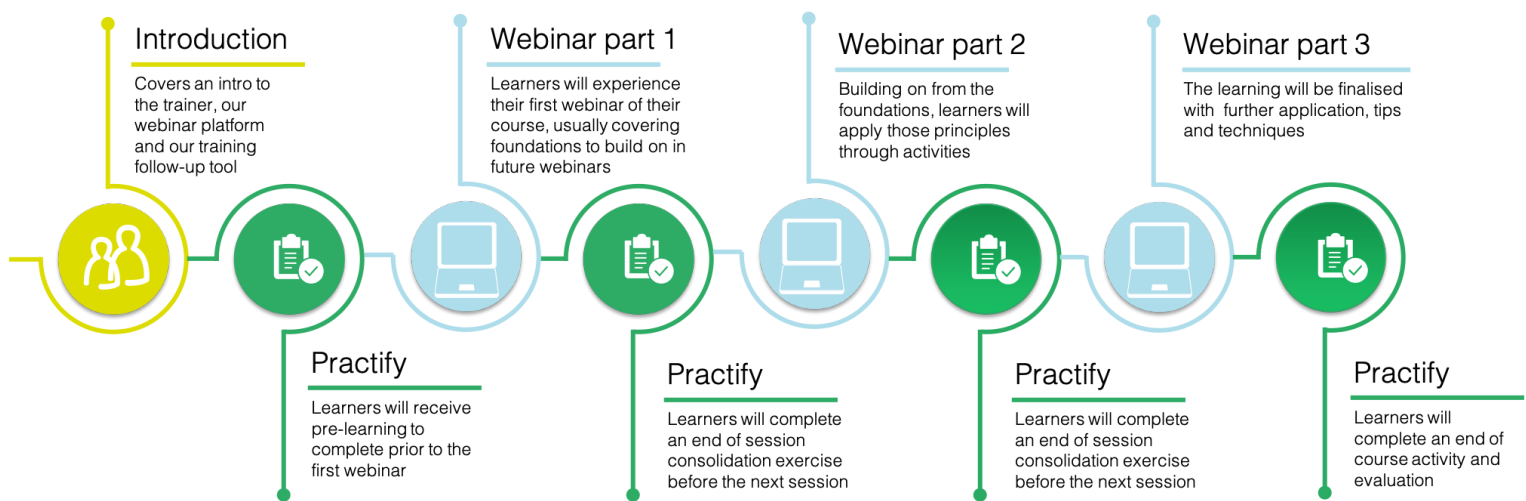


## Negotiation Skills

This #LockedInLearning course allows participants to understand their natural negotiation preferences and develop their ability to navigate nimbly through different negotiation styles.

Once they have a firm grasp of the logic and process behind fundamental negotiation frameworks, they will learn the subtleties and nuances of connecting with the emotional needs of the other party through open questions, empathy and simply shutting up!

### Our LockedIn Learning Journey



#### Key Topics

- Five behavioural choices in negotiations
- Negotiation best practices
- Creating value for self & the other party
- Communication techniques
- Empathy statements and silence



#### Outcomes

- Participants will:
- Apply negotiation tools and techniques to their everyday lives
  - Assess their own behavioral preferences in negotiating
  - Create long-term, mutually beneficial relationships
  - Demonstrate influential communication techniques



#### Course Includes

- 1 x 30 minute intro webinar
- 3 x 1-hour live webinars
- Learning challenges & tasks
- Pre/Post Assessment
- Dedicated training consultant throughout journey