NEGOTIATION SKILLS

SMART NEGOTIATING: PROTECTING THE DEAL

Negotiations are part and parcel of the normal working day and yet they often can be stressful, awkward and bit of a balancing act. This masterclass will equip you with the knowledge of how to prepare to deliver a Win/Win outcome and cover from understanding who you're dealing with, knowing your bargaining power, range and how to close the deal.



Most people get nervous when negotiating and few rarely plan properly. We draw on the business community as well as your own experience to find relatable insights that you can apply to your world. This makes the session both useful and practical and means that you can immediately apply what you learn straight back at work.

You will learn the importance of preparing fully and understanding what your audience really needs rather than just what they say they want. Asking the right questions to truly understand their buying motives and what makes for a win/win are important tenets to success.

Great negotiators know how to strike the right balance between being assertive and keeping both parties honest whilst not losing sight of your goal and bargaining range. This requires a plan and strategy and knowing your boundaries, as well as reading the signs and knowing how to close the deal.

Our commitment to giving back
As part of our corporate pledge, we set aside 10% of our revenue to support development opportunities for charities.

KEY COURSE OUTCOMES

- Knowing your boundaries and having a well-conceived negotiation plan.
- Understanding how to leverage people's buying motives and match their needs.
- Knowing what questions to ask and how to thrive in the cut and thrust of bartering to close the deal.

THE DETAILS

We offer bespoke facilitation designed to meet both individual and group needs, delivering positive and immediate impact and lasting change in organisations.

Group Size	Up to 12 people
2 Hours	$2750 + GST
Half Day	$3000 + GST
Full Day	$5000 + GST

1300-858-472

info@liminalsolutions.com.au

liminalsolutions.com.au