

Negotiation

Deal making, procurement, conflict management are all part of Negotiation

Description

In today's cross-cultural marketplace, negotiations and influence play a critical role in managing interdependent relationships, securing successful business deals and ensuring informed decision-making. Understanding the strategy and psychology of effective negotiations is an invaluable asset when shaping deals and building successful relationships.



NEGOTIATION
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Negotiation training

BANGKOK, THAILAND
9AM - 5PM

Call: 02 610 3963
Email: training@psisolution.com
Line ID: @PSISOLUTIONS

Sign up now

The Negotiations & Influence is designed to help participants gain a firm appreciation of different negotiation and deal-making strategies and techniques. Participants will be immersed in a variety of lectures, simulations and discussions to help them understand the processes of negotiation and influencing, and the cultural and behavioral dynamics that different parties bring to the table. Essential topics such as strategies to work with difficult people and tackle tough conversations will be covered.

At the end of the programme, participants will be better equipped to plan and to prepare for successful negotiation with people of different cultures and backgrounds.

Who Should Attend

Those who need to negotiate including sales, customers, procurers Those who need to diffuse conflict

Contract negotiators

Deal negotiators

What you will achieve

- ❖ You will be able to negotiate the outcome you desire
- ❖ You will be able to manage conflict using negotiation techniques
- ❖ The course has simulations so you will be able to practice what you learn

What you will learn

Upon successful completion of this course, students will be able to:

- ❖ Communication science and rapport
- ❖ Behavioral science of affiliation, assertiveness and influence Process of negotiation
- ❖ Conflict science and management
- ❖ The art of saying yes
- ❖ The art of saying no

Please note that prices are subject to change without notice.

Please contact:

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