

# Negotiation Skills

**Category:** Business Skills | **Vendor:** Leadership & Professional Development

**Duration:** 8.00 hours (1 days)

**6.5 CPD Hours**

**Rating:** ★ 4.6 (5,878 reviews)

## Course Information

**Delivery Format:** Instructor Led - Online

## Course Overview

Being able to negotiate well is critical for any project professional. You need to clarify what you hope to gain from negotiating, as well as understand the other side's objectives to reach a mutually beneficial result. This course provides essential tips on how to prepare for negotiation, including managing emotions and understanding what all parties contribute to the process. You will also learn the difference between positions and interests and how to bargain to generate options to find the win-win. The course provides an opportunity to apply concepts taught to a real-life situation and to practice negotiating in a safe environment. Note: This course will earn you 7 PDUs.

## About This Course

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## Who Should Attend

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This course is for anyone who finds themselves needing to improve their negotiating skills in the workplace.

# Learning Outcomes

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

Develop the skills necessary for successful negotiation. Identify key negotiation concepts and strategies. Learn the key elements in preparing for negotiation to help ensure success. Develop a BATNA (Best Alternative to a Negotiated Agreement) before starting negotiation. Identify what we bring to the negotiation table that could get in the way of successful negotiation. Generate options to getting to a shared agreement Prepare for and practice negotiating in a safe environment

## Additional Course Details

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Nexus Humans Negotiation Skills training program is a workshop that presents an invigorating mix of sessions, lessons, and masterclasses meticulously crafted to propel your learning expedition forward.

This immersive bootcamp-style experience boasts interactive lectures, hands-on labs, and collaborative hackathons, all strategically designed to fortify fundamental concepts.

Guided by seasoned coaches, each session offers priceless insights and practical skills crucial for honing your expertise. Whether you're stepping into the realm of professional skills or a seasoned professional, this comprehensive course ensures you're equipped with the knowledge and prowess necessary for success.

While we feel this is the best course for the Negotiation Skills course and one of our Top 10 we encourage you to read the course outline to make sure it is the right content for you.

Additionally, private sessions, closed classes or dedicated events are available both live online and at our training centres in Dublin and London, as well as at your offices anywhere in the UK, Ireland or across EMEA.

# Frequently Asked Questions

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## **Q: What delivery options are available for Negotiation Skills?**

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
  - Traditional Instructor-Led Classroom Training (ILT)
  - On-site delivery at your offices anywhere in United Kingdom
  - Private dedicated courses customized for your team
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## **Q: How many CPD hours does this course provide?**

The 1-day Negotiation Skills course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

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## **Q: What is the duration of the Negotiation Skills training?**

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

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## **Q: Do you provide corporate training for Negotiation Skills?**

Yes, we provide corporate training, dedicated training, and closed classes for Negotiation Skills. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

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## **Q: Why choose Nexus Human for Negotiation Skills?**

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
  - National Training Partner of the Year (Ireland) - Multiple Years
  - Global Top 30 Instructor Awards (2012, 2019, 2021)
  - Tech Excellence Award Nominations
  - Learning Performance Institute (LPI) External Training Provider Sponsor 2024
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## Q: Are there any discount codes available?


Yes! Use discount code **PENPALS** when booking your Negotiation Skills training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

# Nexus Human

## Professional Training & Development

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