

Effective Negotiation, Persuasion & Critical Thinking: The Professional Negotiator

Negotiate, Influence & Deliver Results

Date	Venue	Fees
17 - 21 Jun 2019	Zurich	\$5,950
16 - 20 Sep 2019	London	\$5,950
01 - 05 Dec 2019	Dubai	\$5,950

Training Course Overview

Negotiation is inevitably at the heart of the every process to achieve what you want, whether it is a contract agreement, bargaining for an item, resolving a disagreement or closing a deal. At the end of each negotiation, the goal is to seek a win/win outcome – an essential characteristic of long-lasting alliances.

This Anderson training course provides an essential framework for developing effective negotiation and persuasion skills, combined with critical thinking abilities that are vital for building and benefiting from strategic alliances.

Training Course Objectives

By attending this Anderson training course, delegates will be able to:

- Describe a framework for the analysis of business alliances
- Understand how to apply influencing skills during the negotiation phase
- Recognise and manage difficult negotiators who use aggressive tactics during negotiation
- Understand the key principles of persuasion and its importance to negotiation
- Apply critical thinking when planning to develop business alliances

The Certificate

- Anderson Certificate of Completion will be provided to delegates who attend and complete the course.



Designed for

This Anderson training course is suitable to a wide range of HR professionals, but will greatly benefit:

- Delegates who want to achieve more through becoming more effective
- Managers who are being prepared for promotion or higher levels of responsibility
- Delegates who may be considering new projects or additional assignments
- Managers who are looking to refresh their skills when working with others
- Leaders who need to communicate vision more effectively for better results

Training Course Outline

Amongst a wide range of valuable topics, the following will be prioritised:

- Culture and perception – and effects in building alliance
- Building trust through communication and achieving results for the alliance
- Challenges of meetings – group and individual strategies
- Maintaining compatible body language & using logic, credibility and passion
- The keys to collaborative bargaining in partnering
- Leverage in negotiation and how to use it
- Common and obscure negotiation tactics and ploys
- Developing a climate of trust
- The practice and application of higher level conversational techniques
- Decision making under pressure

OUR QUALITY STANDARD

Fully Accredited to Ensure the Highest Possible Standard



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