



In Pursuit of Agreement: The Art of Negotiation

Why Neoskill?



Incorporated 1997

With over 27 years as a training provider, Neoskill is a reliable, stable and knowledgeable organisation for clients who require a variety of training services.



Permanent Trainers

Neoskill trainers are full-time, permanent trainers and are not employed on a contract basis. This enables us to consistently provide a high level of quality and flexibility to our clients.



Courses

We provide both Power Skills and Systems training. Our courses are focused on improving effectiveness and efficiency resulting in a more collaborative and productive work environment.



Customised Solutions

Our training solutions can be customised to meet the needs of the client. This ensures the training is more relevant and impactful for learners and in-line with organisational goals.



Clients

Our clients range from medium-sized companies to blue-chip multinational organisations in a variety of industries. They include Cisco Systems, the London School of Economics, AstraZeneca, Reuters, Santander and more.



Delivery Methods

Our global training delivery methods include face-to-face training, live online training, e-Learning packages and Video on Demand. We have dedicated trainers for each delivery method, that provide exceptional learning experiences.

Course Description

In today's dynamic and competitive business environment, the ability to negotiate successfully is a critical skill for professionals across all industries.

This course is designed to equip participants with the knowledge, strategies, and practical skills needed to navigate complex negotiations and achieve optimal outcomes.

Whether you're a seasoned negotiator, a team leader, or even colleagues working on projects together, this course provides invaluable insights and techniques to enhance your negotiation prowess.

In this course we explore:

- An introduction to Negotiation
- Our distinctive 3-stage Negotiation Process
- Negotiation Styles
- The unique 9R's of Strategic Awareness
- Recognising Agreement Signals
- Techniques to Secure the Agreement

Course Benefits

By the end of this course, participants will emerge as confident and skilled negotiators, capable of navigating complex business transactions, resolving disputes, and cultivating collaborative partnerships.

Delivery Method 1: Live Virtual

Duration: 3.5 hrs x 2 days

Delivery Method 2: Face-to-Face

Duration: 2 day

Power Skills Courses



Time to Save Time

3.5 hrs online training / 1 day face-to-face training.



Rewire Your Biases

3.5 hrs online training / 1 day face-to-face training.



From Emotions to Empowerment

4.5 hrs online training / 1 day face-to-face training.



The Art of Great Leadership

3.5 hr online training / 1 day face-to-face training.



Destress, Avoid Burnout

3.5 hrs online training / 1 day face-to-face training.



Story Tell To Success

3.5 hrs online training / 1 day face-to-face training.



Communicate to Connect

3.5 hrs online training / 1 day face-to-face training.



The Power of Magic Words

1 hr online training / Half-day face-to-face training.



The Corporate Persuader: The Art of Influence & Persuasion with Integrity

3.5 hrs online training / 1-day face-to-face training.



The Trust Catalyst: Building Effective Relationships

4.5 hrs online training / 1 day face-to-face training.