

# NEGOTIATION SKILLS

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## About the Programme

The ability to effectively navigate and reach mutually beneficial agreements within various professional settings does not come naturally to everyone and as such this course is designed to develop the skills and techniques required to negotiate successfully.

This course is structured to enhance communication, problem-solving and decision-making skills to achieve positive outcomes through negotiation.



## Course Topics Basic

- Introduction to negotiation
- Negotiation styles and approaches (including strategies and tactics)
- Preparation and planning
- Effective communication
- Building relationships and rapport
- Problem-solving and creativity
- Cross-cultural negotiation

## Course Overview

**Programme:** Negotiation Skills

**Audience:** All

**Duration:** 2 Day

**Delivery Methods:** VILT / Classroom (face-to-face)

**Pre-requisites:** Basic English

**Accreditation:** On Request

**Certificate:** IDM Certificate of Completion

**Programme Type:** Public / In-company

**Minimum Participants:** Five (5)

**Investment:** R5400.00 excl. VAT



## Contact Us

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