



Optimum Results

Business Training Experts

Effective Negotiation Skills

Programme Overview

- Understand the negotiation process.
- Gain an appreciation of what makes a good negotiator.
- Understand and practice the various techniques involved in effective negotiations.
- Understand the skills of win/win negotiations.

Programme Outline

- Understanding the negotiation process.
- What makes a good negotiator?
- Good communications.
- Listening and questioning techniques.
- Structured negotiation techniques.
- Tactics and tips.
- Overcoming objections.
- Gaining commitment.
- Role play scenarios.

Optimum Results Ltd
The Business Centre,
Blackthorn Business Park
Coe's Road
Dundalk
Co Louth

Tel: +353 42 9333033

Email: info@optimumresults.ie

Web: www.optimumresults.ie

