



REDROCK
International

Believing in People

NEGOTIATION SKILLS

How to get to a yes!

Negotiation is a set of skills that we get to use on a daily basis. Negotiation is commonly misunderstood for being similar to tug of war, where only one party has to win and the other loses. This results in people escaping from negotiations to avoid conflict.

Overview

This course is built upon 4 strategies for Negotiation. Firstly, separate the people from the problem. Secondly, focus on interest not positions. Thirdly, generate alternatives and lastly, setting objective criteria. We will also go through some influencing techniques that will help in our day to day and more complicated negotiations.

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How this Course Works

This course uses practical activities and role plays to illustrate and explain the process of negotiating. At the end of this course, using the different strategies of negotiation.

Participants should be able to successfully negotiate using a win-win approach, achieving a better outcome while maintaining and improving the relationship with the challenger.

What you will learn

By the end of the course you should be able to:

- What does it mean to negotiate
- What does successful negotiation look like
- Different Strategies for negotiating
- Influencing Techniques

What you will get

On the course you will receive the following:

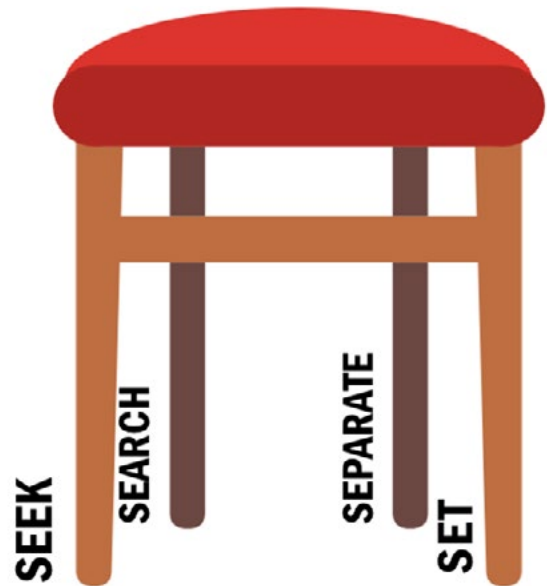
- Course Workbook
- Feedback & Action Plan
- Red Rock International Certificate of Attendance

The Experience:

Build It
Sell It

Fix It
Close It

Negotiation Skills Model:



Contact Our Cairo Team

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