



Module 13 Advanced Negotiation Skills

Dates: 15 April 2010
22 June 2010
25 November 2010

Location: The Link Room
Antalis Ltd
Gateway House
Interlink Way West
Coalville, Leicestershire LE67 1LE

Trainer: Moir Ferguson

Suitable for:

All staff who have a negotiation role, including buyers, production staff and their managers. Delegates who have attended module 8 may wish to attend this module to advance their skills and knowledge.

Learning outcomes:

On completion of this unit, delegates will be able to:

- Recognise negotiation styles of the other party and how they should adapt their own style accordingly.
- Demonstrate their ability to use advanced negotiation techniques in a simulated commercial environment.
- Choose appropriate strategies and tactics for sensitive negotiations.
- Deal with deadlock situations.