

The Art of Efficient Negotiations

Training in French and English



Duration

A 2 days interactive course with exercises.

Prerequisites

None.

Main goal

Knowledge of the negotiation principles. Apply them in an effective way.

Participants

Project manager or anyone brought to negotiate.

Course Overview

Introduction and definitions

Communication

Ways of communicating

Active listening

Negotiation

- The phases

- Preparation

- Negotiation tactics

- Game theory

- Conflict Management

- How to say no

Self-confidence

Power, Motivation and Influence

Managing difficult people

Conclusion