



## Advanced Negotiating Skills Workshops

*for Serious Negotiators*

### Objectives:

To gain a deeper knowledge of the process - how it works - how to read it - how to gain effective control and use it profitably with confidence

To recognise negotiating opportunities

To develop and strengthen critical negotiation skills: listening, pacing, questioning, preparing and planning

To learn how to make well constructed, targeted and effective proposals

To practise specific techniques: opening, closing, bargaining, summarising, clarifying, observing and analysing

To improve one's understanding and reading of body language and negotiating signals

To understand relationships - how to form, develop and protect

To increase creativity and strategic flexibility

To understand and develop personal negotiating styles

To discover tactics and gambits to defend weak positions, exploit deadlock, think quickly on one's feet and to remain calm under pressure

To discover how to apply theory in practice - e.g. Game Theory, Complexity, Needs, Leadership, Management, Crisis and Change.

It is important that participants are able to use enhanced their skill immediately following the workshop

*"Clarity - Great confidence giver. - Excellent at letting you think of the "answer"."*

**On-Line IT Manager,  
John Lewis Partnership**

*"Making you really think about things."*

**Business Development Manager**

*"Poised, Savoir-faire, professionalism - seemed to "know his onions" - Great explanations from past experience & particularly relevant to our business."*

**HR Specialist,  
News International**

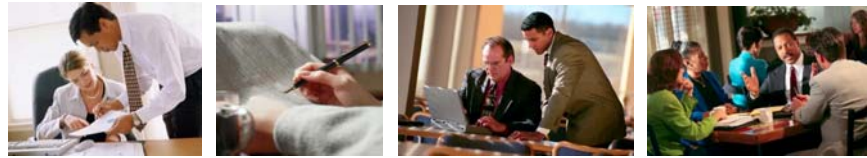
### Contact us:

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**Duration:**

**Public Course** = 2 Days

**In Company** run as a 2 Day Event or as a paced initiative to meet specific training needs over a different time-scale

**Follow Ups:**

As a Day Three for specific focus on organisational / market / behavioural / style / strategic issues.

**Method:**

Our methods are tried, tested and trusted by negotiators throughout the World.

We use a range of lecture, discussion, coaching, casework and exercises to explore and embed good practice

Each individual will compile an action plan for continued personal development for a further 6 to 9 months

**Sharppractices:**

To help clients realise the full benefits of our workshops, we recommend they use our regular sharppractice sessions.

These are designed for individuals and teams to continually practise to raise their game.

Give us a call if you would like to know more

These are available on an "In Company" basis also.

*"Speaks with authority, highly engaging. Intense (commands respect), but retains approachability."*

**Deal Maker, Venture Capitalist**

*"Strong background of "hands-on" negotiating experience - made learning realistic - Thanks."*

**Buyer, Electronics**

*"Superb negotiator. Shared personal experiences. Explained everything clearly and concisely. Very good teacher."*

**Business Development Manager, FMCG**

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