

Fundamentals of Principled Negotiations

Duration: 11 Half Days

Course Description:

Principled Negotiation focuses on managing and resolving conflicts with mutually beneficial results. The Fundamentals of Principled Negotiations Online Program introduces participants to the process of Principled Negotiation, which can offer a better way of reaching good agreements. This process can be used in everyday bargaining situations and conflict management, may it be inside the organization, outside the company, or even in family and social gatherings.

Course Objectives:

By attending the program, participants will be able to:

- Develop a systematic framework to manage the negotiation process
- Be conscious of personal negotiating styles and preferences
- Define and understand interests of all parties
- Apply the principled approach to effectively deal with difficult negotiators
- Learn how create and maximize value
- Strengthen relationships by apportioning value fairly

Target Audience:

The program is suitable for participants who will imbue and apply principled negotiation frameworks and techniques into everyday bargaining situations, both inside the organization (with colleagues, subordinates, and superiors) and outside the company (with suppliers, distributors, partners, customers, and stakeholders), and in family or social settings.

Course Outlines:

- Principled Negotiation Framework
- Dealing with Difficult Negotiators
- Essential Preparations for Negotiation
- Multi-Party Multi-Issue Negotiations
- How to Play the Game Well

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training@trends.com.ph
(+632) 8863-2123
www.trendssacademy.com.ph