

SOFTSKILL TRAINING

NEGOTIATING WITH THE DEVIL

BY ELITE INDIGO

**Improve Yourself
with Our 2-Day Negotiating with the devil Course
Today!**

100% HRDF CLAIMABLE COURSE



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INTRODUCTION

Most people assume that negotiation skills are only for sales experts or a real estate agent. However, negotiation is one of the most crucial skills anyone can learn and if you are able to master it, you can be assured of greater success in every aspect of your work and life.

Whether you are a business executive, a salesperson, an entrepreneur, a purchaser or even a politician, negotiation is a skill that enables you to build relationships by finding the real needs of both party through the use of active listening, questioning, integrity, observation and empathy.

And as different people has different thoughts and ideas, sometimes being right can be very subjective. Therefore, it is essential that a negotiator understands the techniques to influence the other party as well.

PREREQUISITION

None

OBJECTIVES

By the end of the course, participants will be able to:

- Develop and use the Negotiation Matrix effectively
- Use the Questioning and Listening Techniques effectively during negotiation
- Create a win-win situation for future negotiation
- Identify the Needs and Wants of the other party
- Apply the effective techniques and tactics of negotiation
- Identify and apply the 6 Laws of Influencing

TRAINING METHODOLOGY

This course will be conducted through interactive lectures, PowerPoint presentation, video presentation, role-play, and group discussions



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COURSE OUTLINE

This programme is designed for those who are serious in developing these vital skills to negotiate with the colleagues, subordinates, superiors, partners, clients, suppliers and also the devil!

DAY 1

Module 1: Negotiation Essentials

Fundamentals that you need to be aware of before you start:

- Negotiation Process
- Stages of Negotiation
- Negotiation Styles
- Negotiation Principles
- What is Negotiation?
- Different Negotiation Situations

Module 2: Influencing Skills

6 Laws of Influencing:

- Law of Authority
- Law of Consistency
- Law of Liking
- Law of Reciprocal
- Law of Scarcity
- Law of Social Proof

Module 3: Preparation

The Power of Questioning

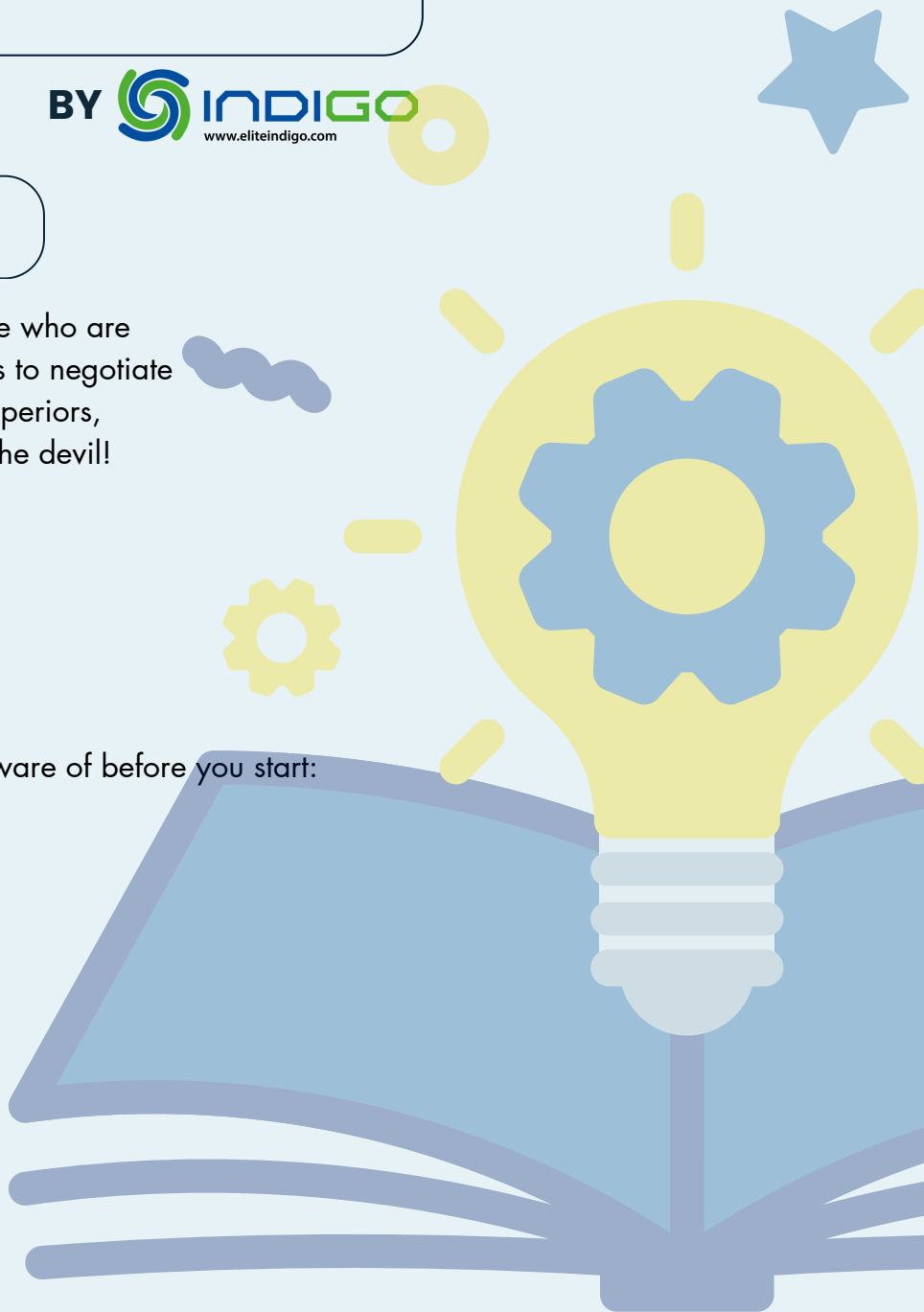
- Q&L
- Questioning Techniques
- Types of Questions

The Power of Listening

- Active Listening
- Keys to Listening
- Listening to Identify the Needs and Wants



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DAY 2

Module 6: Negotiating Environment

- The Essential Tool for Negotiation
- Mapping your Negotiation
- Parameters in Negotiation
- Creating Concessions
- Body Language
- Telephone Negotiation
- Team Negotiation
- Internal Negotiation
- External Negotiation

Module 7: The Good vs Great Negotiator

- Mind Reading during Negotiation
- Negotiation Strategies
- Identifying and Dirty Tricks and Using Effective Tactics during Negotiation
- Avoiding Common Mistakes in Negotiation
- Handling difficult Negotiation Situations
- Understanding the Kraljic's Model in Negotiation
- Offering Alternatives at an impasse





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ABOUT ELITE INDIGO

We are dedicated to empowering businesses to achieve their full potential. With a team of seasoned professionals and a wealth of industry experience, we offer tailored consulting services to help organizations overcome challenges and seize opportunities.

WHY CHOOSE US?

98% Customer Satisfaction based on Google Reviews



4.9 ★★★★★ 600 Google reviews

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OUR COURSES



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Dive into the cutting-edge world of AI, exploring algorithms, data analysis and more.



TECHNICAL SKILL

Sharpen your technical prowess from programming, software and more.



SOFT SKILL

Develop essential interpersonal skills to excel in any professional setting.



LEADERSHIP SKILL

Unleash your leadership potential with our Leadership Skills course



TEAMBUILDING

Understand the dynamics of teamwork, communication, and synergy

