

€ TRAINING

Effective Negotiation With Persuasion and
Critical Thinking





Effective Negotiation With Persuasion and Critical Thinking

Introduction:

This workshop delves into the art and science of negotiation, combining techniques of persuasion and critical thinking to enhance participants' ability to reach mutually beneficial agreements. It offers insights into refining communication skills, understanding negotiation dynamics, and applying critical thinking for successful outcomes in both professional and personal scenarios.

Workshop Objectives:

At the end of this workshop, participants will be able to:

- Recognize and apply essential negotiation techniques for achieving optimal results.
- Enhance persuasion skills to influence outcomes positively.
- Use critical thinking to analyze negotiation scenarios and develop effective strategies.
- Build rapport and manage conflict effectively in negotiations.
- Implement best practices to ensure win-win outcomes in various negotiation contexts.

Target Audience:

- Business professionals involved in negotiation or conflict resolution.
- Sales and marketing professionals seeking to enhance negotiation skills.
- Team leaders and managers responsible for influencing decisions and outcomes.
- HR professionals managing contracts, benefits, and employee negotiations.
- Project managers coordinating with stakeholders and vendors.

Workshop Outline:

Unit 1:

Fundamentals of Effective Negotiation:

- Understand the stages and styles of negotiation.
- Discuss essential negotiation skills and their impact on outcomes.

- Identify common negotiation tactics and how to respond to them.
- Explore the role of preparation and goal-setting in negotiation success.

Unit 2:

Persuasion Techniques for Negotiators:

- Learn the psychology of persuasion and its applications in negotiation.
- Develop skills for building trust and establishing credibility.
- Explore techniques for creating and presenting compelling arguments.
- Understand the impact of nonverbal cues and body language.

Unit 3:

Applying Critical Thinking to Negotiation Challenges:

- Use critical thinking to evaluate options and anticipate challenges.
- Develop strategies for handling objections and resolving conflicts.
- Learn techniques for making decisions under pressure.
- How to create a personalized framework for continuous improvement in negotiation.