

Negotiations: What is Being Sought?

Negotiation is a critical skill that is required to obtain something of value or importance.

Understanding the process used to negotiate can provide individuals with a competitive advantage.



Course Summary

Review basic negotiation concepts and strategies, along with ways to be prepared for negotiations.

Target Audience(s)

- Entry
- Mid-Level

Course Description

Negotiations are something that individuals usually don't like, fully understand, or want to do. However, many individuals don't realize that they are engaged in some type of negotiation almost every day. Understanding the purpose, objectives, and considerations of negotiations will help individuals and organizations accomplish their goals. This session addresses the challenges and components of negotiations, along with negotiation strategies.

Learning Objectives

- Define negotiation
- Identify negotiation challenges
- Understand the reasons for negotiations
- Define effective negotiations
- Review negotiation strategies
- Identify negotiation obstacles
- Discuss the subsets of negotiation
- Review the components of negotiation
- Develop strategies for better negotiations

Questions Covered

- Why are negotiations important?
- What are negotiation challenges?
- What is an effective negotiation?
- What are negotiation strategies?
- What are the components of a negotiation?
- What are the impacts of not having effective negotiation skills?
- How can an individual develop negotiation skills?
- Why might negotiations be an effective tool to achieve success?

About Beyond SPRH, LLC

Beyond SPRH, LLC is an innovative, solution-oriented, and dynamic service provider, which delivers customer focused, creative, and quality services without a significant cost investment. Beyond SPRH helps individuals and organizations maximize output potential. Beyond SPRH's goal is to deliver quality services with minimal time, effort, and cost with an objective of highly satisfied customers and measurable performance outcomes.

Vision: Become an industry leader that provides cost effective training, publishing, and consulting services that aid in individual and organizational development at a reasonable cost.

Mission: Deliver quality, cost effective, and customer focused solutions, which help individuals and organizations to deliver superior performance.