

### A PRACTICAL TRAINING TOWARDS NEGOTIATION SKILLS



## **Duration :**

Two days ( 16 hours ).

## **What is Negotiation?:**

### **FEATURES OF NEGOTIATION**

- Why Negotiate ?
- Types of Negotiation
- Distributive Vs Integrative Negotiation
- Negotiation Process
- BATNA
- Bargaining Zone Model of Negotiation
- Negotiating Behavior
- Issues in Negotiation
- Third party Negotiations
- How to achieve an Effective Negotiation
- Negotiation Tips

## **Objectives:**

Negotiation is a method by which people settle differences. It is a process by which compromise or agreement is reached while avoiding argument and dispute.

In any disagreement, individuals understandably aim to achieve the best possible outcome for their position (or perhaps an organisation they represent). However, the principles of fairness, seeking mutual benefit and maintaining a relationship are the keys to a successful outcome.

