



The 4 pillars of successful negotiation

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Material Projectable

Unlock the secrets to negotiating from a position of strength and confidence. Negotiating with anyone can feel intimidating, but even more so when it is with someone you perceive to be more powerful than you-such as your manager, a recruiter, or a customer. Being strong, smart, and confident at negotiating is critical to reaching your goals in any field. This course helps you prepare for those conversations, avoid the typical traps, deal with more difficult negotiators, improve business relationships, and achieve ethical win-win outcomes. This dynamic video course is delivered by Debra Stevens-trainer, coach, keynote speaker, and author-who shows you the ins and outs of being a successful negotiator. Through real-world scenarios role played by a team of business actors, you'll see first-hand what to avoid and how to apply effective negotiating strategies. The course begins with the first pillar, "Self-Management and Confidence," which lays the foundation for success by emphasizing the importance of self-assurance and strategic thinking. Through insightful discussions on setting up win-win situations and understanding the delicate balance between relationships and results, you will learn to navigate negotiations with confidence even in challenging circumstances. You will learn how to spot and deal with behaviors that can slow down negotiations and learn assertiveness techniques to safeguard your interests and foster mutually beneficial outcomes. The course delves deeper into the strategic aspects of negotiation in the second pillar, "Build Confidence through Preparation." You will uncover techniques for managing unproductive thinking patterns, effectively planning and preparing for negotiations, and establishing clear boundaries to improve your confidence and negotiation skills. With a focus on strategic preparedness, you will approach negotiations with clarity, conviction, and a competitive edge. The third pillar addresses the importance of "Creating a Positive Environment" that encourages positive productive discussions and enhances mutual understanding. You will learn strategies for fostering positivity, understanding the needs of others, and mastering techniques for successful discussions. Armed with these skills, you will elevate your negotiation dynamics, cultivate collaborative relationships, and pave the way for successful outcomes. Finally, you will unlock the key stages of negotiation in the fourth pillar, "The Negotiation Process," and gain practical strategies for proposing, bargaining, and reaching agreements with confidence. With tips, reflective exercises, and comprehensive supporting materials, this video course empowers you to move beyond conventional negotiation methods, adopt new viewpoints, and embark on a journey toward mastering negotiation skills

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