



NATIONS

CORPORATE TRAINING

ESSENTIAL 21ST CENTURY LEADERSHIP SKILLS

NEGOTIATION & CONFLICT MANAGEMENT

For anyone wishing to enhance their negotiation skills and make negotiation a more rewarding and effective part of their job.



NATIONS INCORPORATED

41-42 NEW MARKET STREET, GEORGETOWN
225 4516 | info@nations.gy | www.nations.gy

@NationsInc



ABOUT THE COURSE

This hands-on course on Negotiation & Conflict Management provides an insightful and illuminating strategic analysis of negotiation and then details highly effective practical negotiation and conflict management strategies and tactics that drive successful outcomes.

WHY CHOOSE THIS COURSE?

Participants will leave this course with a richer and deeper understanding of the way they negotiate and manage conflict and will have significantly improved their practical ability to control and add value through the negotiation and conflict management processes across a range of scenarios and contexts.

WHAT WILL I LEARN?

- The Fundamental Requirements of Negotiation
- Causes of Organisational Conflict
- Managing Conflict - The Five Primary Stages
- Effective, Value Creating and Practical Negotiation Strategies
- Identifying and Leveraging Negotiating Power
- Alternative Dispute Resolution (ADR)
- Dealing with Confrontational Negotiators.
- Communicating to Maximize Negotiation Effectiveness
- International and Cross Cultural Complexities

COST

\$36,000.00

DURATION

18 Hours

Inhouse Training is available and can be tailored to suit your organisation's training needs.

CERTIFICATION

Successful learners will be awarded an ABMA certificate of completion. ABMA is an Awarding Organization based in the UK offering OFQUAL Regulated and Professional qualifications in the UK and internationally.

