

Introduction to the art of brilliant negotiation

A great introductory half day event for anybody new to negotiating either internally or externally. This course is interactive, participative and fun. In just half a day learn we will enable each delegate to take back negotiation benefits and skills to their organisations.

Level: Introduction

Length: Half day

Cost: £99

Date: 24th February 2012 – Warwick
7th December 2012 - London

The art of brilliant negotiation

This course is ideal for anyone who wants to learn and develop negotiation skills in an interactive and inspirational environment setting themselves on the path to becoming a brilliant negotiator. The course is for those in a position to influence others within their organisation. It gives an overview of the core concepts surrounding negotiation and helps to develop an understanding of persuasion and influencing skills in an interactive, brilliant and motivational way!

Level: Introduction

Length: One day

Cost: £199

Date: 18th April 2012 – Manchester
8th October 2012 - Guildford

Competent Negotiator

An ideal programme for those wishing to understand the theory and art of negotiation competence. Aimed at buyers and sellers in organisations who want to develop an understanding of the principles, tactics, processes and key approaches to negotiation; this course is idea for those who want to develop the competencies underpinning negotiation skills in business today

Level: Intermediate

Length: Two day

Cost: £399

Date: 22-23rd March 2012 – Guildford
15-16th June 2012 - Warwick

Practising the art of brilliant negotiation

This is a great follow on programme for those that have already undertaken negotiation programmes and for those with some practical experience and knowledge of negotiating. This course practises skills that are instantly useable back in business – and in all life situations! It allows you the opportunity to practise your negotiation skills in a risk free environment.

Practise, practise, practise the key to brilliant negotiation!

Level: Intermediate

Length: Two day

Cost: £499

Date: 15-16th May 2012 – Guildford
10-11th September 2012 - Manchester

Negotiation for maximum performance – a master class

This course develops the negotiation skills and performance of senior buyers and sellers using our experienced negotiation practitioners to put you through your paces. Intense supervision drives maximum performance from your current negotiation styles and takes you to the next level in negotiation competence to become a master in what you do.

- Do you need one to one coaching?
- Do you want to deliver results?
- Do you need to experience a high level negotiation?

Level: Advanced

Length: One day

Cost: £999

Date: 31st January 2012 - Warwick

15th November 2012 – Manchester