

# ADVANCED NEGOTIATIONS

## Overview

Maximise the potential of any negotiation with this highly interactive three day course.

This course will enhance your negotiations skills and commercial acumen to ensure to all aspects of everyday work and personal life.

### Benefits:

- Improve problems solving skills
- Enhance decision making
- Adopt a strategic mindset
- Become more creative in solution making
- Improve relationships

## Course Content:

- Key concepts of negotiations
- Power of anchors:
- BATNA/WATNA/ZOPA/PIN model/Concessions
- Types of negotiations
- Integrative negotiations
- Strategic negotiations
- Stages of negotiations
- Tactics employed
- Preparation quick guide
- Influence and persuasion
- Personality Types
- Body language
- Internal organisational negotiations
- External negotiations
- Multi-party negotiation

## Approach

This course provides a framework to master ability to work on your feet to prepare for analysing complex negotiations.

- Group coaching to customize learning for participants.
- Negotiation Simulations.
- Using Harvard Program on Negotiations model.

- Pre Reading of articles is advisable to maximize learning.

- Option to use Harvard Business School case studies. For in-company programmes

**MediationFoundation**

of Ireland



## Recent Testimonials

- Very engaging, quite impressive in fact given remote delivery and nature of the content. My concentration never wandered and I didn't want to miss a minute.
- Though the course was brilliant, the great dynamic between Luke and William.
- 10/10, Excellent, very interactive, informative, respectful and fun

## Who

All walks of life will benefit from enhancing their negotiation's. We have trained 100's of people.

Professions include:

- Sales
- Construction
- Legal
- Property
- HR
- Regulatory
- Aviation
- Accountants

Companies worked with

- Janssen Pharmaceuticals
- KBC
- Central Bank
- Citizens Information Board

## Details

- 1,985 euro per person
- This three -day course qualifies for continuous professional development points (CPD)
- Available for in-company training
- Public courses dates are on our website [www.mfi.ie](http://www.mfi.ie) or contact [service@mfi.ie](mailto:service@mfi.ie)
- This course is currently available online.
- Course days start at 9.30am and finish at 4pm
- Learning resources will be made available
  - Books lists
  - Articles
  - Guides
  - Handbooks

## About

Our trainers have extensive experience and education in negotiations. You will benefit from practical examples and theory from the world's best centres of education:

- Harvard University
- Chicago Booth School of Business
- Notre Dame
- London School of Economics

Each course is tailored to meet the needs of the group. This highly interactive course promised to be engaging, fun, informative and transformative.

### Lead Trainers:

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