



The Art of Advanced Negotiation: Unleashing Senior Leaders' Potential

Take your negotiation skills to the next level with our “Art of Advanced Negotiation” course, designed specifically for senior leaders and managers who want to excel in achieving their organization's strategic objectives. Building upon the foundational knowledge gained in our “Beginner's Guide to Business Negotiation” course, this advanced program equips you with the tools and techniques needed to navigate complex negotiations and secure favorable outcomes for your key stakeholders.

Course Outline:

1. Understanding How Humans Think and Act
 - Exploring cognitive biases and decision-making processes
2. Building Trust
 - Establishing rapport and credibility with counterparts
3. Gathering and Sharing Information
 - Effective information collection strategies
4. Avoiding Negotiation Traps
 - Identifying common negotiation pitfalls and avoiding them
5. Dealing With Unreasonable Negotiators
 - Tactics for managing difficult negotiators
6. Decoding “Yes” and “No”
 - Understanding the true meaning behind responses
7. Negotiation Strategy Types
 - Exploring competitive, collaborative, and integrative strategies
8. How to Open Negotiations
 - Strategies for setting the stage and framing discussions
9. Closing the Deal
 - Approaches for reaching mutually beneficial agreements
10. Following Through
 - Ensuring implementation and monitoring progress



Visit Our Website for More Information: LeDucLeadership.com