

Level 3

Senior Negotiation Course

Negotiation can be challenging at any stage but at a senior level it can present a unique set of challenges. The stakes are high, the issues nuanced and complex with a pronounced power dynamic, all requiring a unique skill set to navigate a successful outcome. Faced with opposing objectives and goals, sometimes with cultural differences, negotiations can often end in gridlock, with relationships in jeopardy, and no clear path forward to follow.

The Advancing Negotiation Skills course, run by Scotwork in partnership with the Comms Council provides the skills, knowledge and tools to excel in any situation, even under pressure when the odds are heavily stacked against you. With increased confidence and greater control the benefits of successful negotiation can be quickly apparent with business-changing results. Participants who have successfully completed this course come away armed with an understanding of process and practical skills that boost their effectiveness at the negotiating table and return an average pay back of over 22 times the course fee within 3 months.

Scotworks expert coaches will guide and coach you through the complex and often chaotic practice of negotiation and simplify it into a highly effective process that can be repeated for all types of negotiation.

Who is this qualification for?

Senior agency personnel negotiating who are pitching or responding to proposals and contracts.

Learning outcomes

- How to negotiate out of conflict and find a positive way forward.
- How to prepare for negotiation.
- How to use constructive questioning and active listening to pick up signals.
- How to make, pitch and respond to proposals.
- Discover how to effectively trade and bargain.
- Improve recognition and use of closing techniques.
- Uncover the secrets of value creation in your negotiations.

How is the qualification delivered and assessed?

- A 2.5 day offsite with certified coaches.
- A pre-course diagnostic survey.
- Interactive sessions designed to actively engage participants turning theory into iterative good practice.
- Post course development plan.
- Post course personal consulting.

Booking deadlines/Course Dates

Booking deadline: 22 January 2025

Course date: 5-7th March 2025

Price

\$5,750 + GST members

Only available to Comms Council Members.
