

Skills of Negotiation

Course Agenda



| Day One | Schedule |
|----------------|---|
| 09:30 10:00 | Registration and introductions Robert Maguire & Janet Izatt |
| | Introduction to Negotiation |
| | Break |
| | Introduction to Negotiation (continued) |
| 12:30 13:30 | Lunch |
| | A.C.T.I.V.E™ Approach to Negotiation |
| | Simulation preparation |
| | Break |
| | Simulation practice |
| | Review and Evaluation |
| | Persuasion Techniques |
| 17:30 | End of Day One – Drinks reception |

| Day Two | Schedule |
|----------------|--------------------------------|
| 08:30 09:00 | Learning Review |
| | Personal Style ad Negotiation |
| | Break |
| | Simulation preparation |
| | Simulation practice |
| | Review and Evaluation |
| 13:00 14:00 | Lunch |
| | Control Skills for Negotiators |
| | Simulation preparation |
| | Break |
| | Simulation practice |
| | Review and Evaluation |
| | Simulation Preparation |
| 17:30 | End of Day Two |

| Day Three | Schedule |
|----------------|-------------------------------------|
| 08:30 09:00 | Learning Review |
| | Behaviours of Excellent Negotiators |
| | Break |
| | Simulation Practice |
| | Review Evaluation and Summary |
| 12:30 13:30 | Lunch |
| 13:30 14:30 | Course Ends |