

Skills of Negotiation for the Deal Team

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