



Tactical Negotiations

Course Description:

Having good negotiation skills plays an important role in career success and potential advancement. Learn the negotiation skills necessary to help you get what you want while also building better relationships with coworkers, bosses, business partners, and suppliers.

Instructor:

Jason Campbell has extensive experience in the art of negotiation having honed his skills through a plethora of situations. From common negotiations such as haggling with the Cable Company and banks for the best rates, to large merger/acquisitions at an executive level, he has battled through many tough discussions. Jason's most recent experience involved high levels of Franchisee/Franchisor negotiations. His experience dealing with contractors and vendors at individual and organizational levels for large sums provides a perfect base for this program.

Duration: 1 day – 6 hours

Outline:

1. Lesson 1: Negotiating Tactics (flower diagram p6)
2. Lesson 2: Making Concessions
3. Lesson 3: Funny Money and Telephone Negotiating
4. Lesson 4: Sources of Power
5. Lesson 5: The Strategy of Information Gathering
6. Lesson 6: Testing a Firm Price or Position