

## **CUS02: Negotiation Strategies 1 – Strategy Basics**

There are a number of strategies you can employ to help you reach the best outcome in negotiations. This course will show you how to apply good negotiating strategies to your advantage

The course illustrates the importance of understanding your 'tradables', asking the right questions, making sure you are negotiating with the right person and that they have the right level of knowledge and experience for the deal. You will also be given guidelines on the cultural and gender differences that can apply to negotiations as well as the importance of timing and concessions.

### **Course Content**

- Applying negotiation strategies
- Ethics in negotiation
- Basic strategies
- Applying strategies
- Telephone negotiations
- Negotiation and culture
- Negotiation and gender
- How to open the negotiation

### **Course Duration**

- 50 minutes

### **Available in:**

- Audio
- Non-audio

### **Delivered via:**


- Internet

**If you require any further information please contact NYES:**

T: 01609 533222

E: [nyes@northyorks.gov.uk](mailto:nyes@northyorks.gov.uk)

[www.nyeducationsservices.co.uk](http://www.nyeducationsservices.co.uk)

 [@nyedservices](https://twitter.com/nyedservices)