



HCT

Progressive, Innovative & Interactive Training



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Programme Details

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| Programme Title | Negotiation Skills |
| Duration | 1 Day |
| Accreditation | Certificate of Attendance |
| Number of Learners on programme | 16 |
| Specific Entry/Access and Exemptions Requirements: | No Entry Requirements required for this programme |
| Who should attend this course: | People involved in and looking to improve there ability to negotiate |

Negotiation Skills

Programme Aim: This programme has been designed to help enable participants to develop the knowledge and skills necessary to negotiate on a day to day basis. It will provide participants with the skills knowledge and attributes necessary to get the best possible outcome from a range of challenging and pressurised negotiation situations.

Participants of this programme will:

- Identify, pursue and successfully close opportunities
- Acquire the necessary planning skills to build a professional image that secures more sales, better deals
- Improve use of discussion and active listening
- Enhances confidence to conduct successful negotiations and to develop negotiating style flexibility
- How to select the most appropriate strategy
- Identify and overcome common transactional barriers to negotiate effectively

Programme Content

- Customer needs and motivations
- The sales process
- Improving individual communications
- The importance of building the right image
- Establishing value for money
- Negotiating styles
- Qualities found in negotiation
- Differences between selling & negotiation
- The essential skills of negotiation

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| Delivery Method | Buzz Groups, Experiential Learning, Self Directed Learning, Leaner Centred |
| Certification Required | Learners will be required to demonstrate their understanding of the content of the programme through a range of tasks including role play, exams and practical assessments |
| Certification | On Completion participants will receive a Certificate of Attendance |
| Progression Route | FETAC Level 6 in Sales Negotiation |
| Specific Support Available | A range of accommodations and supports are possible according to specific needs. This programme comes with a very comprehensive manual as an excellent source of reference after the programme. HCT are committed to providing support to learners where/when it is required. In all cases, participants will have to complete a reasonable accommodation request, for more information. |
| Trainers | Our trainers that deliver this programme consists of industry professionals with a passion for training, this experience provides them with up to date industry practices, which is energetically delivered to learners. |
| Required fluency in generic skills | Generally learners engaging in learning activities are ready to take on a new task in a personal capacity or role. Learners can follow direction and are moving towards independent learning, Learners will have the ability to read basic short text in a non-supported environment and will be able to make sense of quantitative information within a familiar setting or unfamiliar task in a familiar setting. |

Negotiation Skills Certificate of Attendance