



NEGOTIATION

Course Number
SC0422

Time Required
45 minutes

Assessment
Formal (multiple choice)

Approvals
CPD

Negotiation is a basic means of getting what you want from others. It's a back and forth communication designed to reach an agreement when you and the other side have some interests that are shared and others that are opposed.

Recommended System Requirements

- Browser: Up to date web browser
- Video: Up to date video drivers
- Memory: 1Gb+ RAM
- Download Speed: Broadband (3Mb+)

This course covers the basics of what constitutes a negotiation, the key stages of a negotiation, skills you can apply to your negotiations and some practical advice so you can bring all of this together and become a more effective negotiator.

Suitable for:
Care, Education
and Commercial



Modules:

- What is Negotiation?
- The Key Negotiation Stages and skills
- Negotiating Positions
- The Negotiation