

Skills of Negotiation

Course Agenda



Skills of Negotiation



Day 1 Agenda

09:30 - 10:00	Registration and introductions Robert Maguire & Janet Izatt
	Introduction to Negotiation
	Break
12:30 - 13:30	Introduction to Negotiation (continued)
	Lunch
	A.C.T.I.V.E™ Approach to Negotiation
	Simulation preparation
	Break
	Simulation practice

Day 2 Agenda

08:30 - 09:00	Learning Review
	Personal Style ad Negotiation
	Break

Skills of Negotiation



	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 3 Agenda

08:30 09:00	Learning Review
	Behaviours of Excellent Negotiators

Skills of Negotiation



	Break
	Simulation Practice
	Review Evaluation and Summary
12:30 - 13:30	Lunch
13:30 - 14:30	Course Ends