

Course Code: C1262

Effective Negotiation Training

COURSE INFORMATION

Sessions
1 day

Duration
7.5 hrs

Level
Beginner

Assessment
NA

VENUE

12 Woodlands Square #07-85/86/87 Woods Square Tower 1, Singapore 737715. 5 mins walk from Woodlands (NS9) MRT station.

The venue is disabled-friendly.

WHAT'S THIS COURSE ABOUT

Topic 1: Preparation for Negotiation

Identifying your negotiation outcomes and the importance of negotiation

Knowing the context of negotiation and Identify roles and responsibilities

Understanding negotiation styles with consideration on social and cultural differences

Preparing relevant background information and plan your negotiation

Topic 2: Negotiation Tactics

Opening offers and tactics on dealing with difficult people

Listening and building empathy

Anchoring and framing techniques for mutual...

COURSE FEE

Full Fee S\$350.00 Before GST

GST S\$31.50 9% of fee

Total Payable S\$381.50 Including GST

CERTIFICATION

- **Certificate of Completion from Tertiary Infotech** - Upon meeting at least 75% attendance and passing the assessment(s), participants will receive a Certificate of Completion from Tertiary Infotech.

REGISTRATION

<https://www.tertiarycourses.com.sg/effective-negotiation-training.html>



SCAN TO REGISTER

SUPPORT

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