

Tricks of the trade - Negotiation Tactics Masterclass

What *they* don't want you to know!



DAY ONE

9:00AM - 12:00PM	Principles of negotiation and negotiation process – what's in the toolbox?
	Understanding your customer or seller – a look behind the big door!
12:00PM - 1:00PM	Lunch break and opportunity for 1:1 discussions.
1:00PM - 4:00PM	The context of the negotiation – what are the rules of the game?
	Needs and power – creating advantage in a negotiation.
Evening	Opportunity for 1:1 discussions over drinks/dinner.

DAY TWO

9:00AM - 12:00PM	Negotiating variables, trading and when to say 'no'.
	Tactics and leveraging the Grocery Code of Conduct provisions and protections.
12:00PM - 1:00PM	Lunch break and opportunity for 1:1 discussions.
1:00PM - 4:00PM	Managing self and building confidence – being the best you can be.
	Planning and executing to improve your position in a negotiation.