

Course Code: **M1263**

# Effective Negotiation Training

## COURSE INFORMATION

**Sessions**  
1 day**Duration**  
7.5 hrs**Level**  
Beginner**Assessment**  
NA

### VENUE

**Address:** 3/5 Esan Close, College Estate, Off Oko Oloyun Street, Off Isheri-Igando Expressway, Igando Lagos, Nigeria 100216.

## 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 NGN 170,000.00

## CERTIFICATION

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

## REGISTRATION

---

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



SCAN TO REGISTER

## SUPPORT

---

**Email:** [info.tertiarycourses.ng@gmail.com](mailto:info.tertiarycourses.ng@gmail.com)

**Tel:** +234 813 093 230