



The
Trillium
Group
Conflict Management Experts

NEGOTIATION TRAINING

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| What is it? | Foundation Program focussed on interest based negotiation; development of process skills and knowledge for analysing, preparing, and conducting negotiations to maximise opportunities to achieve best possible outcomes, understand and measure results, maintain and balance relationship issues with substantive goals |
| For Whom? | Wide variety of applications, useful in all contexts; programs can be customised for audience, applicable for those with any negotiating roles in their organisations |
| Length | 2 days standard program may be adjusted depending on level of customization and complexity of situations based on organisational needs |
| Outcomes | Negotiation skill development: analysis, skill, confidence and decision making capacity, practical tools and methods for continuing improvement |
| Features | Highly interactive, case based, complex and customised situations, applies adult learning principles; prerequisite for Advanced Negotiation Training Module |

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