



NEGOTIATION POWER & INFLUENCE

Negotiation skills are a valuable asset. From business owners, to managers and executives, to private citizens - In today's highly competitive world, being a weak or ineffective negotiator can prove very costly.

COURSE: NEGOTIATION - POWER & INFLUENCE

What you get:

- 50 page (A4) study book
- 3 DVDs totaling over 250 minutes of footage
- Course delivered entirely via correspondence
- Convenient, self-paced learning
- Certificate of Completion upon successful completion

Learning Outcomes:

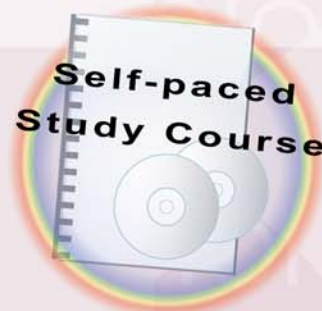
- Increased confidence when approaching negotiations and meetings
- Increased power and projected strength
- Ability to better persuade the other party
- Understanding the dynamics of negotiation
- Effective strategies and methods to use
- Understanding your alternatives
- Setting up the correct negotiation to match the situation
- Tips & tactics for each stage of negotiating
- Moulding the situation to your advantage before discussions with your opponent begin
- Dealing with difficult opponents

Why choose this course?:

- Relates knowledge to real-life contexts and scenarios
- An affordable and more flexible alternative to costly seminars or workshops

How to order:

Visit www.hkconsultants.com.au and follow the links



Learn from those who know how it's done in the real world!

hk consultants has extensive academic credentials and practical negotiations experience!

This course has been specifically designed by *hk consultants* to assist business professionals in strengthening their negotiation skills. However, members of the generally public interested in becoming more powerful negotiators are also invited to undertake these studies.

Once you have finished your studies and have successfully completed a short, online assessment in relation to the course content, you will be awarded a professionally presented 'Certificate of Completion' in formal recognition of your skill development in the area of negotiation.

Technical Information:

50 page, A4 spiral comb bound, study book
3 single-layered (Format: PAL) DVDs
Language: English
Subtitles: None
Aspect Ratio: Standard (4:3)
Running time: 252 minutes approx., colour
Recommended Viewing Equipment:
Television with LCD screen size of 48cm or greater. Or computer display of 17 inches or greater, set to 1024 x 768 resolution or higher.

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