

SUCCESSFUL NEGOTIATION: MASTER THE ART OF NEGOTIATION

Strategic tools for convincing results!

ON THE AGENDA:

- **Developing an effective negotiating stance**
 - Assess your strengths and areas for improvement to increase your impact.
 - Master the psychological and relational levers of negotiation.
- **Implement winning strategies**
 - Develop negotiation scenarios tailored to your challenges.
 - Anticipate objections, resistance and expectations from stakeholders.
- **Master the best negotiation techniques**
 - Learn proven methods for structuring and leading a negotiation.
 - Experiment with practical tools through role-playing exercises.
- **Turn every exchange into an opportunity**
 - Develop persuasive and impactful communication skills.
 - Find balanced and sustainable solutions for win-win agreements.

INTERACTIVE
TRAINING

INTERACTIVE



CUSTOMISED



INNOVATIVE



HUMAN-CENTRED



Prepare, practise and progress with our innovative tools and human-centred approach!

- **Online preparation:** Access our Shareforce Academy platform for videos, a detailed programme and interactive modules designed to meet your individual needs.
- **Flexible programme:** Choose a one-day or multi-day training course, with collaborative workshops and case studies that promote interactive and human-centred learning.
- **Proactive approach:** Learn key concepts before each session to maximise your impact, with personalised support.
- **Personalised follow-up:** Benefit from interactive tools and ongoing support to deepen your knowledge between sessions, with a focus on your personal development.

Artificial intelligence at the service of your progress

Throughout the training, we will also use artificial intelligence as a cross-functional tool to enrich analysis, compare data, generate ideas and facilitate decision-making. You will discover the fundamentals of its use and explore how AI can become a concrete lever for gaining efficiency and relevance in your professional activities.

Whether in your professional or personal life, this training course is a unique opportunity to develop essential skills and gain confidence in your negotiations!