



**REDROCK**

International

*Believing in People*

# NEGOTIATION SKILLS

**Everything is negotiable.**

This course enables participants to develop win/win situations and enhance their negotiation process.

## Overview

This course is based on Crestcom's 5 Disciplines of Negotiation Model which is designed to assist leaders and managers with their negotiation skills and organization. It ensures positive results while maintaining a healthy relationship throughout the entire negotiation process.

CAIRO • DUBAI • LONDON • DOHA • SEOUL

## HOW THIS COURSE WORKS

The 5 Disciplines of Negotiation will assist you in developing your skills through negotiation tactics. It will also guide you through developing the necessary characteristics which are a vital asset to becoming a successful negotiator.

## WHAT YOU WILL LEARN

- How to prepare for negotiations
- Understanding the situation
- Developing alternatives
- How to get past a “no”
- Closing a negotiation

## WHAT YOU WILL RECEIVE

IN THIS COURSE YOU WILL RECEIVE THE FOLLOWING:

- Course Workbook
- Feedback & Action Plan
- RedRock International Certificate of attendance

### The Experience:

Self Awareness  
Building Relationships  
Developing win-win  
situations

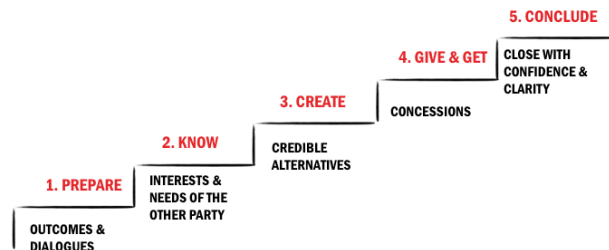


### Duration

Two days

See our website for more details

## COURSE



+ 2 012 70111 166

✉ [egypt@redrockinternational.com](mailto:egypt@redrockinternational.com)

🌐 [www.redrockinternational.com](http://www.redrockinternational.com)



**REDROCK**  
International

*Believing in People*

