

Negotiations that create results

Give yourself a head start in reaching your negotiation objectives

Negotiations with an impact

Everything is changing – and hence everything is up for negotiation. On a daily basis, you negotiate with clients, suppliers, employers, colleagues and authorities. You negotiate in your professional life and in your personal life. Regardless of where you negotiate, the best way to reach your goals is by using a negotiation technique that brings about a shared experience of success. It's not about winning a war with arguments, but rather about creating win-win experiences.

This two-day course on negotiation techniques will provide you with basic tools and techniques and an insight into effective negotiations at all levels.

Negotiations that create results

Give yourself a head start in reaching your negotiation objectives

day course

1 location

12.500 kr ex. VAT

[Mannaz Learning – read more](#)

During the course you will be working with:

Important techniques and tools

Uncovering your own goals and those of your counterpart

Introduction to questioning techniques

The importance of win-win

How to handle your counterpart's strategy

Planning and execution

Increased personal impact

Who can participate?

This course is for anyone who needs to communicate to achieve a goal in their daily life. It is relevant for anyone with leadership responsibilities, for buyers and sellers – and for anyone in a project-oriented world who needs to create results that push the process further along. The ability to negotiate is a competence that is needed across the organisation and that helps create results, both internally and externally.

Benefits

Benefits for you

Achieving better results in your negotiations

Gaining a basic toolbox

Learning to ask the right questions

Choosing the right negotiation style for the task at hand

Learning to use a win-win approach to reach your goals

Learning to deal with your counterpart's typical tricks

Getting better at handling aggression and threats

Learning to build good relationships

Benefits for your company

Employees who achieve more and better results

Managers with better management tools

Fewer conflicts and more solutions

Strengthening of selected functions

6 gode råd til succes

Alle parter skal føle sig som vindere

[Læs artiklen](#)



Er der noget du er i tvivl om, ringer jeg dig op med personlig vejledning

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[Bliv ringet op](#)

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You can safely attend our courses

The assembly ban of maximum 10 people in Denmark does not apply to meetings and other events where participants are "primarily seated". Therefore, we continue to host all courses, educations, and the like.

We carefully follow the authorities' recommendations regarding COVID-19 and we have implemented the following measures:

The classes take place in large rooms with a minimum distance of 1 meter between each chair

The classroom is thoroughly cleaned

Everyone must wear a mask when not seated

Everyone must regularly wash hands and use hand sanitizer

Lunch will be served in individual portions

Our guidelines were last updated on October 26, 2020. Read more about the guidelines [here](#).

The price includes:

During the course

Two days (no accommodation)

All meals during the course

Course material

After the course

Course certificate

Practical learning method

This course is very much a practice-based course. You will be given an opportunity to test yourself, and we will constantly relate theory and tools to realistic situations that you know from your everyday life.

The facilitation takes place in a calm, relaxed atmosphere where you can safely make the necessary mistakes and expect positive, forthcoming feedback from the facilitator and your fellow course participants.

Points on the agenda during the course

After the course, you will be able to approach any negotiation situation with a sense of calm and perspective because you know the mechanisms that lead to insecurity and conflict. You will also know what it takes for both parties to feel heard and feel that their views are being taken into account, so that you can create the results that you need. The course is an intensive practice-based course.

Gain a framework for negotiations

You will get a toolbox and learn about a number of processes that make it easy to initiate and conduct even complicated negotiations

Understand your counterpart's interests

When you know what is important to your counterpart, you have the key to achieving results

Plan your negotiation

Structure, unpredictability and scenarios ensure that you keep your negotiation on track – regardless of what happens

Ask so that you get the right answers

Identifying focus areas in the negotiation requires asking good questions – and the right answers are rarely the ones you'd prefer to hear

How do I handle insecurity and lack of clarity?

Misunderstandings occur in any negotiation where you talk at cross purposes or interpret the situation differently. Learn to bring the dialogue back on track.

Consultants

Søren Møller



Søren Møller has an Executive MBA, based on a number of technical and managerial courses. He has worked with business coaching and organisational development in several Danish companies. He has extensive international experience in project management and is often brought in as a "wild card" in managerial tasks that require novel solutions. Søren is occupied with negotiations on a daily basis, and he has a diverse range of experiences from both his challenging daily work and from his work as an instructor.

Søren is passionate about the development of individuals and creating an environment where there is room for humour and reflection. His teaching methods are adapted to your current situation and take into account the challenges you are facing. You must expect to be challenged and to bring home some new elements for your personal toolbox. His teaching style often seizes "the moment", which adds life to the instruction and a bit of unpredictability.

Anni Mikkelsen



Anni Mikkelsen is an experienced and committed instructor who is great at getting people involved and creating a safe and inspiring framework for the lessons. Anni has extensive experience in handling challenging negotiations, conflict management and resolving dilemmas.

Anni is a coach and gives lessons in, among other things, negotiation, team development and management. Anni has a background in the natural sciences specialising in food science, is a certified coach and has taken supplementary philosophical courses. Anni has over 15 years of managerial experience in the food industry.



Related Courses

Communication and dialogue

Do you often get frustrated that others misunderstand what you are saying? Learn to manage and alter your communication so that you communicate in ways that your recipients will understand. This course focuses on behaviour, body language, emotions, and more.

2 days 12.900 krex. VAT [Read more](#)

Presentation technique with an impact

Get tools, training and feedback to help you stand up in front of a group of people and present with impact. Make presentations that leave an impression on your audience. You will get individual feedback to pinpoint what works for you when you present and how you can improve.

2 days 12.500 krex. VAT [Read more](#)

Project Management 1

Project Management 1 provides you with a holistic understanding of the basic methods and tools for project Work.

3 days 16.900 krex. VAT [Read more](#)

Internal courses

All our courses can be taught at your location. Internal courses have financial advantages and shared learning creates a sense of community within your organisation.

The course is taught for your company exclusively and so adapted to your wants and needs such as whether the course should be hosted virtually or physically.

[Read more about internal courses](#)

This course is also available in Danish

All our English courses have an established [Danish version](#). Internal courses can be taught in either Danish or English as well as physically or virtually – depending on your preferences.

Contact us to hear more about your options.

[Other courses in English](#)

Individual coaching

If you wish to work focused on your development as e.g. a leader, project manager or even just your personal development, you have the option to complement your programme or education with coaching sessions.

Coaching is very individual, and we always have coaches with several years of practical experience within your field.

[Read more about coaching](#)

About Mannaz

What is the greatest competitive advantage of any business? What is the most essential asset of any organisation?

Its people.

We deliver courses, education and consulting services – all with an emphasis on people and their interactions in organisations.



[Practical learning Knowledge becomes valuable, when put into good use. About Mannaz](#)
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