

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.

You negotiate in your professional life and in your personal life, on a daily basis. You negotiate with clients, suppliers, employers, colleagues and authorities. Regardless of where you're negotiating, using negotiation techniques that bring about a shared experience of success is the best way to reach your goals. It's not about winning a war with arguments, but rather about creating win-win experiences.

This 2-day course on negotiation techniques will provide you with basic tools and techniques and an insight into effective negotiations at all levels.

During the course, you'll learn:

- Important techniques and tools
- Uncovering your 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's for those 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's needed across the organisation and helps you create results, 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

Overview

date	Location	Module	Accommodation	Availability
4. apr 2023	Mannaz, København K	1 Module	No	Available seats
4. apr 2023	Tivoli Hotel, København V	1 Module	No	Available seats
4. apr 2023	Comwell, Nordhavn	1 Module	No	Available seats
4. apr 2023	Mannaz, København K	1 Module	No	Available seats

Se opdaterede datoer og priser via linket nedenfor:

<https://www.mannaz.com/en/education/negotiations-that-create-results/>

The price includes:

During the course

- 2 days (no accommodation)
- all meals
- course materials

After the course

- course certificate

Course structure

This is a practice-based course. So, we'll constantly relate theory and tools to realistic situations that you know from your everyday life and you'll have the opportunity to test yourself.

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

What you'll leave the course with

After the course, you'll 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'll also know what it takes for both parties to feel heard and that their views are being taken into account. In all, this will help you achieve the results you need.

- **Gain a framework for negotiations**

You'll get a toolbox and learn about a number of processes that make it easy to initiate and conduct negotiations, even the complicated ones

- **Understand your counterpart's interests**

When you know what's 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 the right questions to get the important answers**

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

- **Handle insecurity and lack of clarity**

Talking at cross purposes or interpreting situations differently can lead to misunderstandings in any negotiation. 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 has a diverse range of experiences from 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 makes his teaching lively, with a bit of unpredictability.

Anni Mikkelsen



Anni Mikkelsen is an experienced and committed instructor. She's 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. She has over 15 years of managerial experience in the food industry.

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 want to focus on your development as, for example, a leader, project manager or even just your personal development, you have the option to complement your programme 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, programmes 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 DIEU became Mannaz Mannaz has delivered practical learning since 1975. Our story](#)
[Worldwide learning Offices in Copenhagen, London, Malmö and Aarhus. Global presence](#)
[Explore your potential We offer tailored consulting services See all services](#)
