



## Negotiation Skills

### Program Outline

#### Overview

As an experienced negotiator, you know how to manage yourself and the process. However, moving to virtual interactions changes the dynamics tremendously.

At Red Sky, we can help you upgrade your existing negotiation skills so that you can deliver the same confidence and poise online as you are used to delivering in person, all directed to achieving mutually beneficial outcomes.

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#### Topics

- 'You' the negotiator
  - Delivering 'You' online
  - How should the process differ?
  - Managing the process
  - Online Communication
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#### Outcomes

- Have greater control and confidence when negotiating online
  - Reduce the likelihood of sanity-spiralling during online negotiations
  - Achieve more positive outcomes while maintaining the relationship
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#### Duration

90 mins virtual program (with prework assignment)