



The
Trillium
Group
Conflict Management Experts

ADVANCED NEGOTIATION TRAINING

What is it?	Builds on Negotiation Training to apply to more complex situations, build skills and deal with more difficult and challenging negotiators and tactics
For Whom?	Customised for audience, pre-requisite knowledge and or training in interest-based techniques, will generally be for those with significant negotiating roles in their organisations and senior leaders
Length	2 days Negotiation Training plus additional one to two days depending on level of customization and complexity of situations based on organisational needs
Outcomes	Advanced negotiation skill development: analysis, skill, confidence and decision making capacity.
Features	Highly interactive, case based, complex and customised situations, applies adult learning principles. Follow on to Negotiation Training Module

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