

Negotiation necessities



Negotiating skills aren't crucial just for sales professionals - with enough practice and attention to detail, anyone can master the simple rules of negotiation. Discover valuable negotiation strategies to get a better deal on your new car or achieve greater success at work. This pathway explores all phases of negotiation, from opening to closing, helping you to better plan and execute your next deal.

To help individuals and workplaces upskill and expand their capabilities to thrive in this environment, the Suncorp Learning Campus provides online access to thousands of training resources, sourced from the best content providers in the world.

Learning how and why we avoid negotiating can help drive you towards developing a win-win mindset and begin overcoming challenges.

- When you should think about negotiating
- Planning your negotiation
- Calculating your opening offer
- Leveraging different negotiation tactics
- Explain the principles of influence.
- Creating an influencing plan.
- Analysing conflict styles.
- Recognising contentious negotiation tactics

Helping improve your ability to negotiate with confidence

Negotiating Skills

by Biz Library
(1 hour 33 minutes)

Course overview:

This course comprises thirteen video lessons and teaches the traits of a good negotiator, describes the different kinds of negotiations and provides strategies for confidence and success in navigating negotiations – especially in the business world.

10 Minutes Negotiation Skills

by Learning Planet
(10 minutes)

Course overview:

This 10 minute video explains the steps in negotiation and provides tips on how to effectively negotiate. You will learn about the stages of negotiation, a beneficial outcome and useful tactics in a negotiation.

Negotiating Skills

by Channel 1 Creative Media
(9 minutes)

Course overview: Negotiation is something we've all done at one time or another. In this training program you are shown a sales negotiation between an account manager and an office manager.

Objections: Steps for Handling Objections

by Chart Learning Solutions
(11 minutes)

Course overview:

Understand how to identify every prospect's value-driver—the primary value that will ultimately drive the decision to move forward. We will show you five steps for handling objections and why you should never overlook often hidden value-drivers such as gaining praise or being popular.

Effective Negotiation Skills

by Cutting Edge eLearning Solutions
(1 hour 30 minutes)

Course overview:

Chris discusses how to plan your negotiation and calculate your opening offer. Plus, he takes you through a series of specific negotiation tactics, demonstrates how to come to a win-win situation through the use of trading, and goes into how to close the deal.

Selling Skills - The Art of Negotiation

by Mi Crow
(4 minutes)

Course overview: The dictionary definition of negotiation is the “act of discussion aimed at reaching an agreement.”

Negotiation Skills

by eLearning Brothers
(6 minutes)

Course overview:

This course covers the elements of negotiation with stretch assignment and follow-up group discussion.

Advanced Communication – Negotiation Skills and techniques

by Jenison ELearning
(25 minutes)

Course overview:

This comprehensive course takes you through skills for success, listening, questioning, clarifying and body language

Negotiation Skills

by 100% Effective
(1 hour 21 minutes)

Course overview: Individuals with strong negotiation skills benefit from more successful meetings and discussions, both personally and professionally. This course will teach you the different styles of negotiation, develop your confidence when negotiating and reveal how to maintain positive working relationships while still getting what you want.

Negotiating Skills: Sealing the Deal

by Walkgrove Admin
(15 minutes)

Course overview: Increase your bargaining power. How comfortable do you feel in a bargaining situation? Do you give in too often and come away the loser? Try this topic to pick up tips to improve your bargaining confidence and competence.

Essentials - Personal Development - Negotiation Skills

by Jenison ELearning
(2 hours)

Course overview:

This comprehensive program will teach you basic concepts of negotiations, preparing to negotiate, opening the negotiation, exploring positions, testing Potential Agreement and bargaining.

Negotiation Skills Module

by Micro Learn
(15 minutes)

Course overview: The aim of negotiation is to reach an agreement. This module explores the six phases of negotiation: preparation and planning, opening, exploring, testing, bargaining and closing and will equip you with the knowledge to carry out effective negotiations.