

Negotiation technique

Why

Negotiating is an everyday activity. The typical aspects of every negotiation are specific to this issue: the actors, the relationships at stake, the power system, the advantages and the capabilities of each. Developing an array of skills and supporting an effective evolution in effective negotiation are the main goals of the training programs. JTC's negotiation techniques approaches are arranged for: entrepreneurs, managers and all people dealing with sales.

JTC School courses are designed for those who deem useful to:

- better understand negotiation dynamics;
- explore the relational and communication aspects aimed at increasing negotiating effectiveness;
- master the concept of power.

How

This method entails:

- learning the most effective techniques;
- interacting with the teacher and other participants;
- direct experience.

After

Thanks to training in this area, it will be possible to:

- build the negotiating relationship;
- motivate the interlocutor to more positive personal predisposition;
- achieve objectives more effectively.

program:

Basic level

- communication's targets
- concepts and fundamentals about negotiation process
- negotiation's structure
- how to handle time and NOs
- deal finalization

Advanced level

- effective communication's targets
- how to identify stereotypes
- how to create emotional tuning
- long and effective relationship building
- exercise's debriefing and productive comparison

In order to personalize and maximize training's effects, all trainee will have an individual follow up meeting with the trainer within 15/30 days from the end of the program.

In order to maintain the high quality standards of the courses and the individual follow-up session, **the number of eligible participants is limited.**

Subscription's refunding is admitted if participant would not be completely satisfied by course. It has to be asked not later than first day part of training.

Following positive test result, **participant will get a Diploma.**

Courses take: basic level: 1 full day - advanced level: 2 full day (from 08:45 am - 06:15 pm) and is arranged in 5 stars hotel (closed to public transport stops).

Subscription includes: textbook (arranged by JTC School), basic level: 1 welcoming breakfast, 2 coffee break, 1 light lunch - advanced level: 2 welcoming breakfast, 4 coffee break, 2 light lunch

Subscription fee is: basic level: 750.00 € - advanced level: 1,350.00 € (vat excluded).

Courses calendar is available on our web site: www.jtc-school.com

If you're interested in your career investment and social relationship improvement, contact us : segreteria@jtc-school.com

Through its founder, JTC school has been dealing with personal development for over 10 years.

Its main goal is to transfer an array of skills and stimulate the development of abilities essential to the improvement of personal characteristics in social relations.

Experience, skill, talent and a natural propensity to human relationships are the key elements for achieving excellent personal and professional results.

Together with negotiation techniques we care about: communication - public speaking - leadership and group dynamics.

The JTC School team is available to support the construction of a training program specific to individual needs. The possibility consists in aggregating programs and/or topics of different issues in order to create a path suitable to support personal and professional growth directed to specific personal needs.

The JTC School team is willing to organize courses for personal development, in the business field, working as a coach for high seniority professionals (Executives, Top Managers and Entrepreneurs).

A wide range of solutions designed for corporate HR development have been specifically engineered.

Each course was designed based on the extensive experience gained in heterogeneous contexts. A feature common to all issues is the strong experiential component, essential for proper learning and subsequent use on behalf of the admitted participants, each of which will receive an individual follow-up session aimed at transferring what was learned, in actual fact, to the specific personal and/or professional sphere.

if you want to:

**communicate more effectively
increase the ability to influence others
get more from the people with whom you relate
obtain a radical change**

contact us: segreteria@jtc-school.com

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