

Personal Development

Negotiation Skills

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.

In this Module

Videoscribe explainer video, with professional audio (duration: 03:31)

English Subtitles

7 Expanded learning content blocks in the module format

'Check my understanding'
5 Question knowledge check

Top Tips

1. Prepare and plan for all negotiations.
2. Only give concessions when getting something in return.
3. Remain emotionally detached throughout the negotiation.

