



# Negotiating Skills

for the Shipping and associated industries

The ability to negotiate is not -as some people believe- a talent we are born with. Clearly, some people find it very easy to be good negotiators. Others view the prospect of negotiating with dismay. However, no matter where we start from, we can all develop good negotiation skills and apply them with confidence. In this workshop, we will explore how to negotiate effectively to build and preserve relationships and get effective and sustainable outcomes, which lead to commitment from all parties.

## Objectives:

By the end of this workshop, participants will be able to:

- Make appropriate choices of negotiation style based on the co-operation
- Identify personal strengths and style in conflict management
- Use the 4-stage structure of an effective negotiation
- Use effective questioning skills to identify the wants of others
- Use psychology to influence and persuade others without relying on status
- Use the most effective approaches to earn support and enable change
- Mobilise others to overcome barriers and deliver results
- Turn features of their negotiating position into benefits
- Explain the challenges of negotiating in a multi-cultural environment and plan to overcome them
- Prepare personal action plans for future success

## Teaching Method:

This will be a highly interactive and stimulating workshop. The tutor will:

- Start by understanding the specific objectives and issues

which participants have brought with them

- Modify the programme to accommodate those participants requirements as needed
- Introduce ideas and techniques
- Discuss with the group their views and the applicability of those ideas to their professional role
- Help participants to reinforce their learning with short exercises
- Discuss reactions to putting the ideas into practice

## Who should attend:

The ability to negotiate effectively is an essential skill for all those involved in the shipping industry, whether shore based or onboard ships.

## Duration:

2 days

## Language:

Lecture & Material in English

## Certificate:

DNV Academy Certificate of Training

## DNV Academy Piraeus

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