

Enhance your Negotiation Skills

Product Name: Enhance your Negotiation Skills

Product Description: Enhance your negotiation skills is a readymade elearning course which teaches the Techniques, Strategy and Approach for successfully negotiating and resolving points of difference both in a professional meet as well as in personal life. Whether in professional or in personal life, effective negotiation skills help us to lead fuller, more successful lives. This module will help learner develop and strengthen their negotiation skills which in turn will enable them to negotiate effectively.

This course includes animated story based scenarios, interactive slides, close to life multi-branch simulations etc to enhance the whole learning experience and help the learner grasp maximum learning's with comfortable speed.

Development Platform: Flash CS6

Compliant: Scorm 1.2

Course Type: Elearning Module & Multi-branch Simulation

Demo:

http://www.enhancelearning.co.in/SitePages/demos/negotiation_individual/negotiation_individual/ScoPage.html



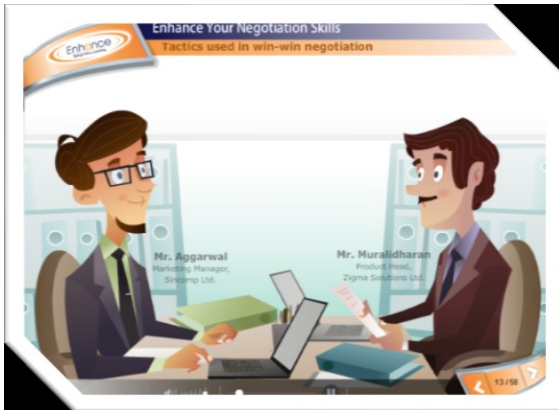
Enhance your Negotiation Skills: Module

Description of the Module: This module is based on the principles of interactive scenario based learning or immersive learning environment and application which helps the learner access and understand the situation and apply the learning. This module explains all the conceptual knowledge about negotiations like definition, types of negotiation, negotiation tactics, tools, tables etc.

Topic begins with three main scenarios. They are:

- I. One evening at home
- II. One afternoon at office
- III. Interview in office

Role play scenarios and conceptual explanation go side by side to help you understand the topic effectively and briefly.



Main topics covered under the module are:

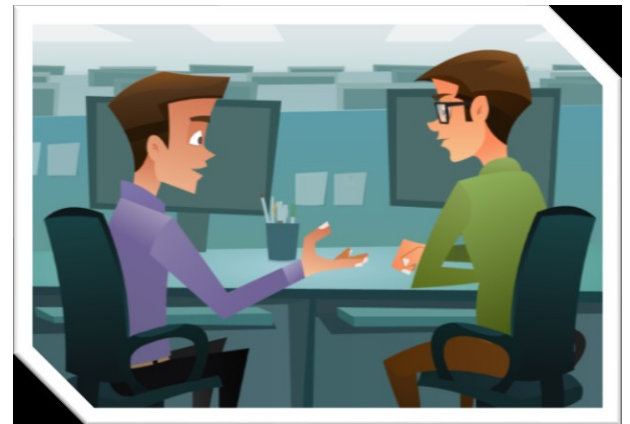
- ✓ What is effective negotiation?
- ✓ Identifying types of negotiation
- ✓ Tactics used in different types of negotiation
- ✓ Key differentiators of negotiation
- ✓ Handling tactics during negotiation
- ✓ Tools for effective negotiation
- ✓ Start a negotiation powerfully
- ✓ Closing a negotiation
- ✓ Common mistakes related to negotiation
- ✓ Determining BATNA & ZOPA to reach an agreement

After completion of the module, simulations start, this puts you into close to life experience to practice your learning.

Enhance your Negotiation Skills: Simulation One (Official Negotiation)

Lead Profile: Raghav Behal is a manager in Legon Ltd., a software company. He is an enthusiastic person who takes his job responsibilities very seriously. Raghav is currently working on an internal project with Sumit as his Graphic Designer (GD).

Simulation Scenario: One day, Vinod, the Resource Manager, informs Raghav that Sumit will work on his project only in the first half of the day because he was also needed to parallelly work on an urgent client project.



Situation: Sumit is an important resource for Raghav and his work & time towards the project is key to complete the project on time. However, during negotiations and discussions with Vinod, he is unable to hold his own and in tricky situations, tends to give in.

Help Raghav negotiate a win-win situation for both himself and for Vinod.

Enhance your Negotiation Skills: Simulation two (Official Negotiation)



Simulation Scenario: Sudhir is a senior manager at Legon Ltd, a software company. He has allocated two individual tasks to his team members, Raghav and Pankaj. Raghav is in charge of testing the final software product before it is delivered to the client, while Pankaj will interact with clients for their feedback related to the product.

Situation: When Raghav gets to know about the allocated task, he is a bit disappointed. He preferred interacting with

clients over testing the final product. He felt that he should have been given a chance especially because he had been learning to interact with clients for over a year now.

In Sudhir's opinion, however, Raghav is not ready to handle the pressures associated with clients. Raghav now needs to negotiate his way into this role

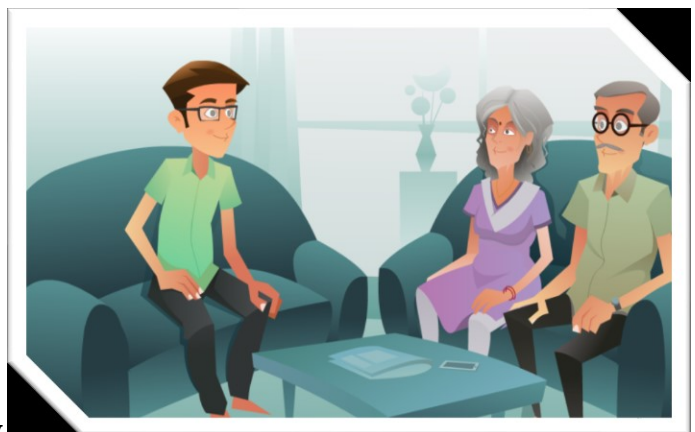
Help Raghav achieve his goal while aiming for a win-win situation.

Enhance your Negotiation Skills: Simulation three (Personal life Negotiation)

Simulation Scenario: Raghav wants to get married to a girl who works with him in his office. When his parents got to know about this, they were apprehensive and worried.

Situation: Today, Raghav has decided to persuade them to say "yes" to the alliance.

Help Raghav to convince his parents to say "yes" to the marriage.



Enhance your Negotiation Skills: Simulation four (Clientele Negotiation)

Simulation Scenario: Initially seen as weak in his abilities to effectively interface with clients, Raghav has shown remarkable improvement. Recognizing his efforts and enhanced capabilities, Sudhir (Raghav's boss) has handed him over a key account: Wilson Telecom. Wilson Telecom is one of their oldest customers.



In his initial round of interaction with Mr. Grover, manager at Wilson Telecom, Raghav has identified a need for a system that can effectively manage new recruits. Following this, Raghav has given a demo of the software (to be designed) to Mr. Grover, along with the cost estimation.

About the Customer: Mr. Grover is a logical but difficult-to-please kind of a person. He is technically very sound i.e. he knows what is best for his company. He is an auditory person.

Situation: Now, to take this further, Mr. Grover has invited Raghav for a negotiation round to finalise the pricing and customisation requirements.

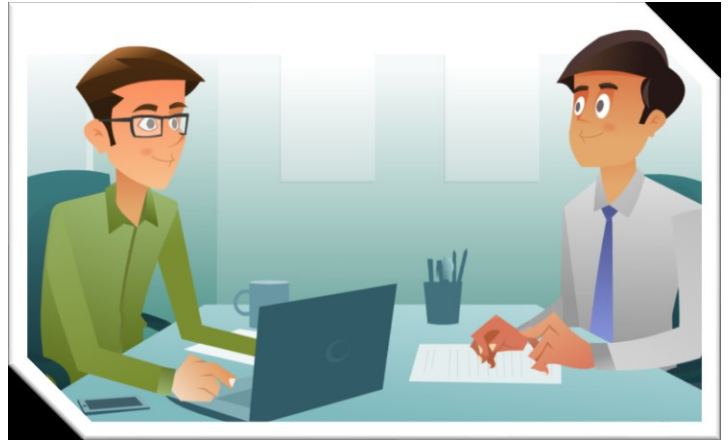
Help Raghav negotiate a deal with the client while aiming for a win-win situation

Enhance your Negotiation Skills: Simulation five (Monetary Negotiation)

Simulation Scenario: Raghav works as a manager in Legon Ltd., a software company. Legon Ltd. offers software development, independent software testing and professional services to its clients across domains.

Raghav, initially seen as weak in his negotiation skills, has come a long way. Today, he leads a team of ten members that includes software developers, testers and interface designers.

Situation: Now, owing to the increased workload, he is recruiting a software developer. For this, he has already conducted a few rounds of interviews and selected a candidate, Manav Sharma. Now, he has invited Manav to discuss the final offer negotiation round.



Details about the offer made to Manav:
Total package of 6 Lakhs per Annum
(Fixed + Variable)

About the Prospect: Manav is a technically sound, confident and pleasant person, who can prove to be a competent resource. He comes from a fairly good institution. He has worked intensively in his current role for 2 years.

Help Raghav negotiate a win-win situation for both the parties.

Additional Features of the course:

- ❖ Simulation based learning, simulation is perfect stepping between theoretical and practical learning. Puts you into real life situations to tackle and learn efficiently.
- ❖ 24 x 7 x 365 days Available i.e. learner can learn from anytime and from anywhere
- ❖ Animated story based scenarios; interactive slides, etc. create a real-life picture and give a very close to real-life experience.
- ❖ Story based learning Methodology used so that the learners can associate with the characters and also attain the desired training as the story unfolds.
- ❖ India centric language is used in the course material.

Benefits of Elearning:

- ❖ Learning is possible anytime, anywhere, making it flexible and convenient for the learner.
- ❖ It is less expensive and up to 50 percent faster than traditional courses.
- ❖ Elearning provides the liberty to fail and experiment with learning's without any fear.
- ❖ Involvement of the learner is at the peak with simulations, videos and games.
- ❖ Standardized process and consistency in the delivery of content
- ❖ All known training mediums like visual, audio, practical, Experimental, Reflective, Case studies, Games, Simulation can be used at ease to train the learner efficiently.