This intensive three-and-a-half day course offers a brief introduction to a unifying, powerful and generally applicable negotiation methodology. Often transactions are composed of both deal-making and conflict resolution negotiations. The #FeesMustFall negotiations in South Africa are a case in point. The solution to this complex problem will require the unification of negotiation skills in both deep-rooted conflict resolution and deal-making negotiation which require different skills-sets and capabilities.

One of the key objectives of this course is to undo the personal neglect and distress that frequently accompany an uninformed approach towards negotiations. It offers you the opportunity to gain the necessary empirical knowledge to hone your skills in a “safe” but fascinating interactive educational and training seminar series. This course taps into the practical knowledge that is available for anyone wanting to change their approach to, and enhance their understanding of, negotiation.

Wits Business School Leadership Development Centre presents a block release course:

**Art and Science of Negotiation**

**Who is it for?**
The course is relevant to thought leaders, strategic planners, decision-makers, businessmen and - women, trade unionists, employees, investors, religious leaders, diplomatic staff, politicians, academics and students, and concerned South Africans.

**How will you benefit?**
You will improve your own personal brand and effectiveness; you will gain a deep understanding of your own negotiation strengths and weaknesses, differentiate yourself in the marketplace and maximise your career opportunities.

**How will your organisation benefit?**
Having managers or staff who are highly skilled and equipped with world-class sets of negotiation tools and methodologies.

**Course structure:**
Full-time over four consecutive days.
What will you learn?

Besides gaining a unifying, powerful and generally applicable negotiation methodology, you will learn:
- A world-class set of negotiation tools and methodologies
- Negotiation frameworks
- The difference between deal-making negotiations and conflict resolution negotiations
- The basic interrelationship between normal, deep-rooted conflict and development
- Basic negotiation knowledge to maximise career opportunities
- How to differentiate yourself in the market place based on your approach to negotiations
- The rules of engagement
- The various phases of negotiation
- Your own negotiation strengths
- A set of frameworks for effective preparation of negotiations
- Identifying and understanding different negotiation styles

Course content:

The content of this course offers a brief introduction to a unifying, powerful and generally applicable negotiation methodology. It focuses on two forms of negotiation:
- Deal-making negotiation, which has a future time frame
- Conflict resolution negotiation, which has a historical and past time frame

Experiential education opportunities such as the ones we deliver here at WBS, develop the skills, qualities and attributes required to lead organisations, grow and transform businesses and realise strategic objectives.

We have incorporated the best generative thinking methodologies from around the world into our programmes, providing an immersive education experience that teaches individuals to create, capture and deliver value now and into the future.

A significant proportion of your most valuable personal time is devoted to your preparation for, and engagement, in an array of negotiations that touch on every aspect of your life. Your success or failure in your professional life at work, in business, in your family life, your personal income, life choices, quality of life, your relationships, will all depend on your ability to negotiate. This ability is intrinsically linked to your personal branding, which relates to your credibility, your aspirations and pursuit of happiness. It is strange that a matter that is so closely linked to your success in life is oftentimes so neglected.

- Dr Geoff Heald, Senior Lecturer in negotiation and Programme Director

Disclaimer: Accreditation. This short course is accredited by the university in accordance with its statutory mandate. It does not lead to a qualification registered on the National Qualifications Framework (NQF).