



Negotiating Skills for Finance Professionals: Get What You Want When You Want It

The ability to negotiate is not something people are born with – it is a skill that grows with practice. Negotiating is not compromising nor creating a win/ lose outcome. In this interactive workshop, discover that you are better able to negotiate for what you want when you want it by knowing the four critical skills of P.A.R.C. Negotiate your way through any situation – buying a building, hiring someone, dealing with a difficult employee or managing resource allotments at budget time.

OBJECTIVES

Upon completion of this course, participants will be able to:

- Develop a clear understanding of negotiating as a leadership tool
- Understand what negotiating is all about and how to properly structure one
- Know what it takes to create a win/win outcome
- Use techniques to ensure confidence in negotiating situations
- Apply negotiating skills daily
- Negotiate through the landmines of personality issues
- Discover their Conflict IQ and how to use it as an advantage
- Develop a meeting environment that leads to win/win outcomes

HIGHLIGHTS

- The four necessary skills in negotiating
- An understanding of what negotiating is really all about
- What it takes to create a win/win outcome repeatedly
- Techniques to ensure comfort in any negotiating situation
- Negotiating skills to promote greater job success
- How to respond to the other party's tactics
- Creating a personal strategy to improve any negotiation opportunity

WHO WILL BENEFIT

- CPAs and other professionals that desire to improve their own negotiating skills

LEVEL

Intermediate

CPE CREDIT HOURS

Classroom: 8
(Accepted for CMA and CFM continuing education credit)

NASBA FIELD OF STUDY

8-Communications

PREREQUISITE

Experience in financial management

UPDATED CONTENT AVAILABLE

5/15/2010

COURSE ACRONYM

Public Seminar: NSFP
On-Site Training: NSFP