

<b>Workshop Title</b>	<b>Negotiation Skills</b>
<b>Workshop Description</b>	Conflicts will arise in any working environment and it is important to be able to resolve these in a tactful and meaningful manner. Negotiation skills are essential in resolving any misunderstanding that may arise in this context. These skills also allow sales personnel to improve their abilities to improve negotiations with new and existing clients. Delegates will learn to maximise the outcome of any situation within an organization that requires expert negotiation skills.
<b>Admission Requirements</b>	<ul style="list-style-type: none"> <li>• Must be at least twenty three years of age.</li> <li>• Must be in possession of a matric certificate or the mature age exemption procedure will apply.</li> </ul>
<b>Delivery Method</b>	Contact Session
<b>Duration</b>	1 day/ 8 hours
<b>Price</b>	Refer to BSU Fee Schedule
<b>Enquiry Contact</b>	bsuenquiries@dut.ac.za / 031 -373 5710/5762