

# Negotiation Skills



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# Negotiation Mindset

Negotiations are formal discussions between people reaching a common ground. They have different intentions during which they come to an agreement eliminating their differences.

Negotiating can be a challenging prospect for some people, especially if you go with a “Win the War” approach. A key method to help us in such situations is to develop a proper negotiation mindset.

Interestingly , while you may not realize it, you probably already have a lot of experience negotiating things in your everyday life. After all, negotiation is just another form of communication, a means of problem-solving.

This course helps you get an understanding of the mindset.

- **LinkedIn Course:**  
[Developing a negotiation mindset](#) -60mins

*(Right click on the link and open in a new tab/window)*



# Negotiation Skills & Types

When it comes to business, negotiation has become one of the most important skills and ability. There must be a meaningful give and take that should happen in negotiation. However, the most effective negotiator will be both competing as well as collaborating. Let us understand the negotiation skills and types through the following blogs and course:

- **LinkedIn Course – [Negotiation Skills](#) – 2hrs 12mins**
- **Blog - [15 Ways To Level Up Your Negotiation Skills](#)**
- **Blog - [Negotiation Types](#)**

There are many types of negotiation strategies and many circumstances under which you may find yourself needing to smartly and soundly negotiate for yourself or others. This course uses live cases to understand the nuances of negotiations

- **LinkedIn Course: [Negotiating your leadership success](#) -1hr 20mins (Optional)**

*(Right click on the link and open in a new tab/window)*

