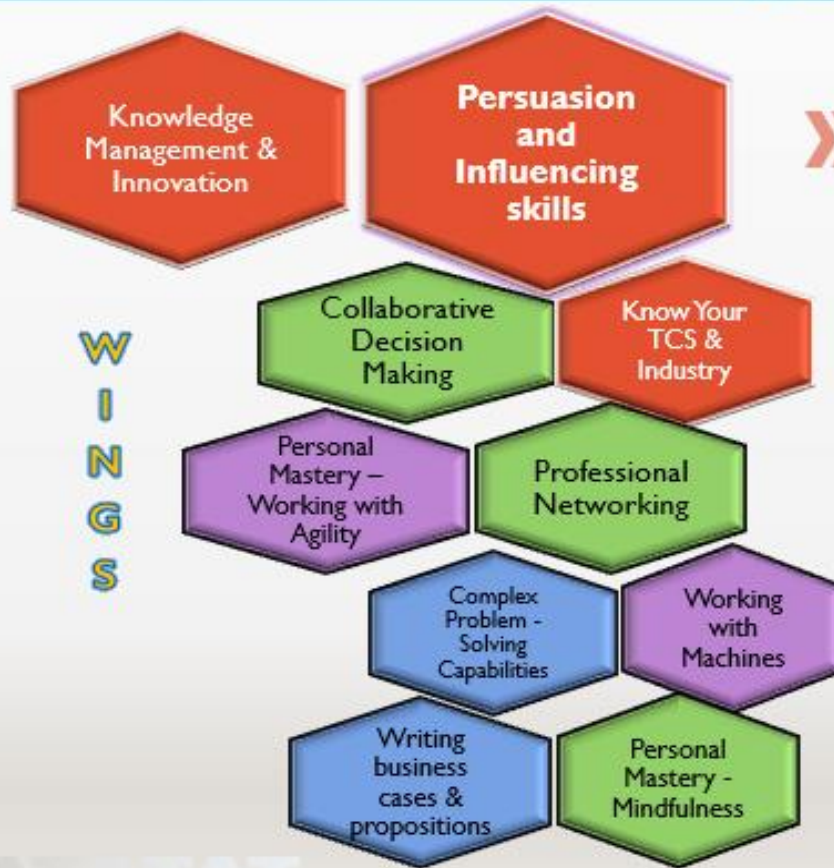
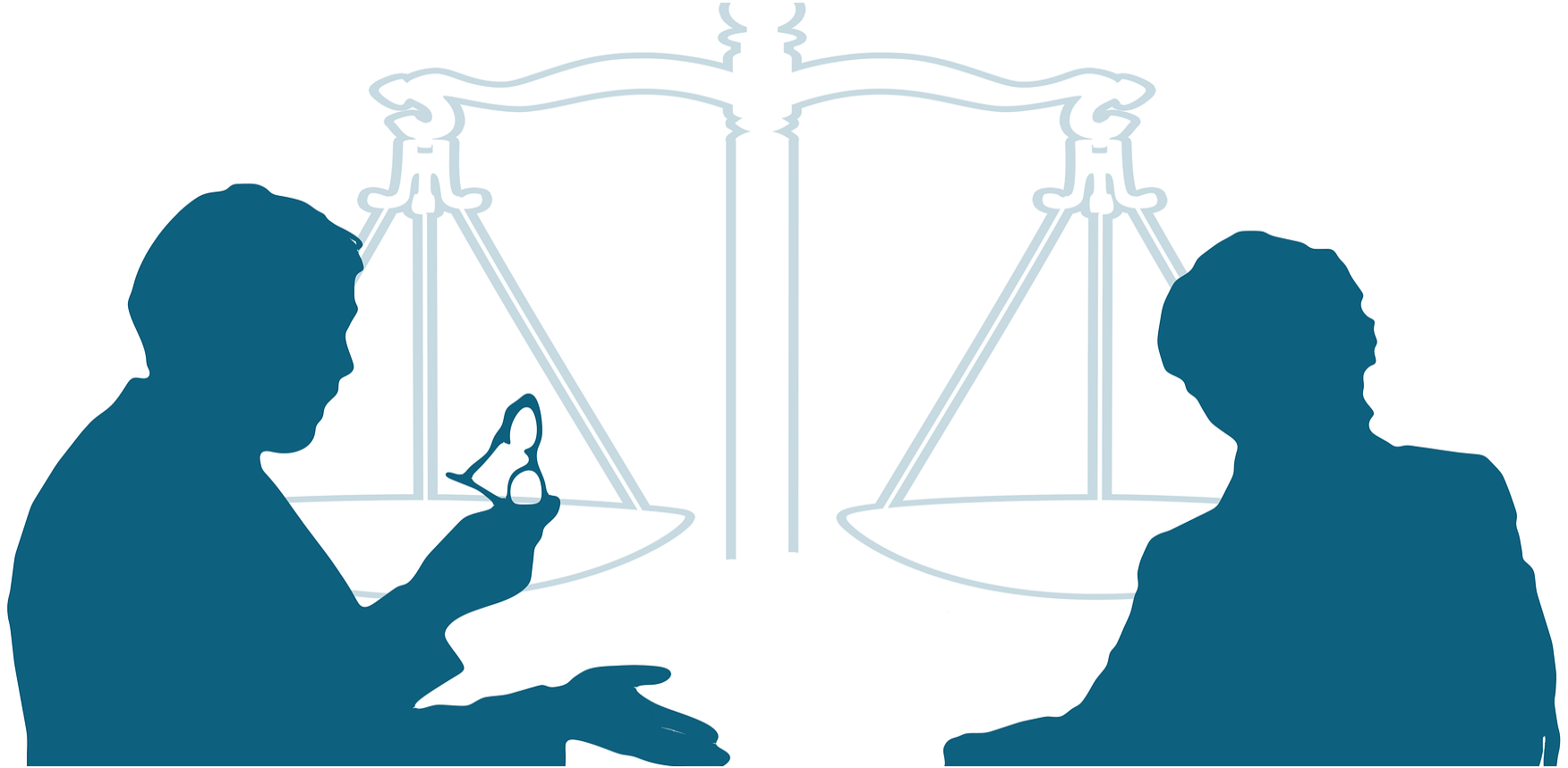


Collaborative Decision Making

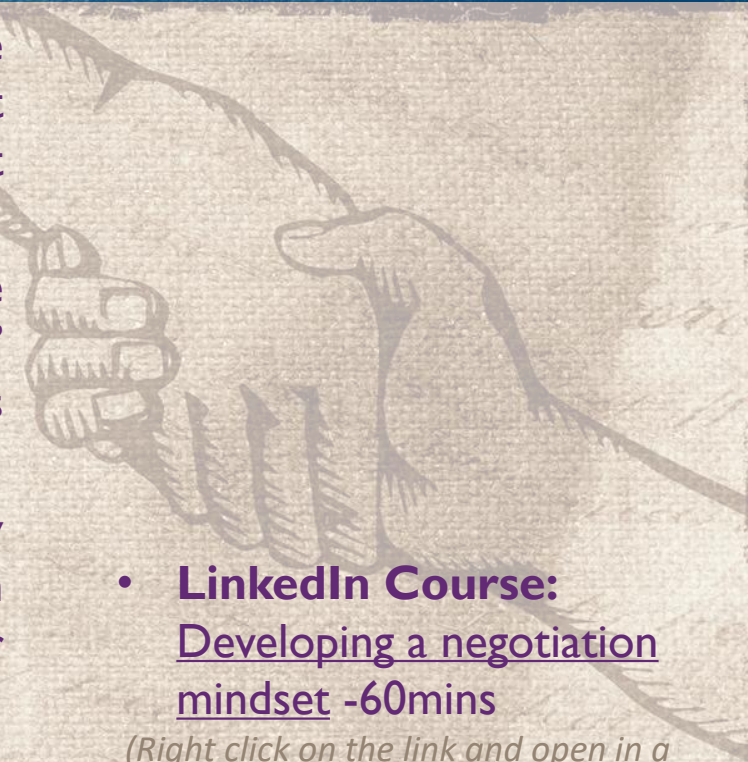


- ✓ Module Introduction
- ✓ Building Blocks of Trust
- ✓ Understanding Persuasive Techniques
- ✓ Principles of Influence
- ✓ Building Reciprocity
- ✓ Storytelling
- ✓ **Negotiation Skills**
- ✓ Handling Conflict
- ✓ Customer Conversations
- ✓ Interviewing Skills

Negotiation Skills



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- **LinkedIn Course:**
Developing a negotiation mindset -60mins

(Right click on the link and open in a

new tab/window)

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- (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)