



PRANVISTM

An ISO 9001:2008 Company

Negotiation Skills Training

Pranvis Academy of Training and Development
(A Division of Anarghya ETech Solutions Pvt Ltd)

About Pranvis

Pranvis Academy of Training and Development is a division of Anarghyaa Etech Solutions Pvt Ltd, a 9001:2008 company, headquartered in Bangalore. We are proud member of NASSCOM and ASSOCHAM.

Our Mission

- » Create Exemplary Trainers and Coaches
- » Deliver World Class Training and Coaching.
- » Inspire, Empower and Transform people with Knowledge, Skills and Attitudes

Our Vision

- » Be the first choice for Training and Development
- » Have a dominant share in the training industry for next-gen training solutions
- » Bring out the best by Collaborating with students, individuals and Working Professionals to be a Peak Performer.
- » Be the first choice for Training and Development



About Pranvis

Our Team

- » Our Trainers and Coaches are a team of experienced professionals with strong educational background.

Our Services

- » Conducting Need Analysis
- » Soft Skills Training Programs
- » Behavioural Skills Training Programs
- » Leadership Training
- » Executive Coaching
- » Presentation Coaching
- » Entrepreneurship Coaching
- » Behavioural Observation using Outbound Methodology
- » Psychometric Assessment
- » 360° Feedback for Leadership Development



Trainings offered by Pranvis

- » All the trainings offered by Pranvis Academy of Training and Development are Evidence Based programs.
- » The training programs encompasses wide range of skills that are integral part of the business.
- » Our training programs are designed to equip our participants with the skills, behaviours and competencies required for success in the corporate world.



Negotiation Skills



- » It is inevitable that, from time-to-time, conflict and disagreement will arise as the differing needs, wants, aims and beliefs of people are brought together.
- » Without negotiation, such conflicts may lead to argument and resentment resulting in one or all of the parties feeling dissatisfied. The point of negotiation is to reach agreements without causing future barriers to communications.



Negotiation Skills




- » The aim of win-win negotiation is to find a solution that is acceptable to both parties, and leaves both parties feeling that they've won, in some way or the other, after the event.



Objective

At the end of the training participants will be able to:

- » Identify how often we all negotiate and the benefits of good negotiation skills.
- » Recognize the importance of preparing for the negotiation process, regardless of the circumstances.
- » Identify the various negotiation styles and their advantages and disadvantages.
- » Develop strategies for dealing with tough or unfair tactics.
- » Gain skill in developing alternatives and recognizing options. 



Training Module



- » Types of Negotiation
- » Phases of Negotiation
- » Successful Negotiator
- » Key skills for Negotiation
- » Handling challenges
- » The obstacles
- » Dealing with emotion
- » Closing Process



Training Process

Step 1

- Psychometric Assessment (Optional)

Step 2

- Gap Analysis in terms of Skills, knowledge or Attitude

Step 3

- Identify training module to fill the gap

Step 4

- Conduct the training

Step 5

- Evaluate the progress

Step 6

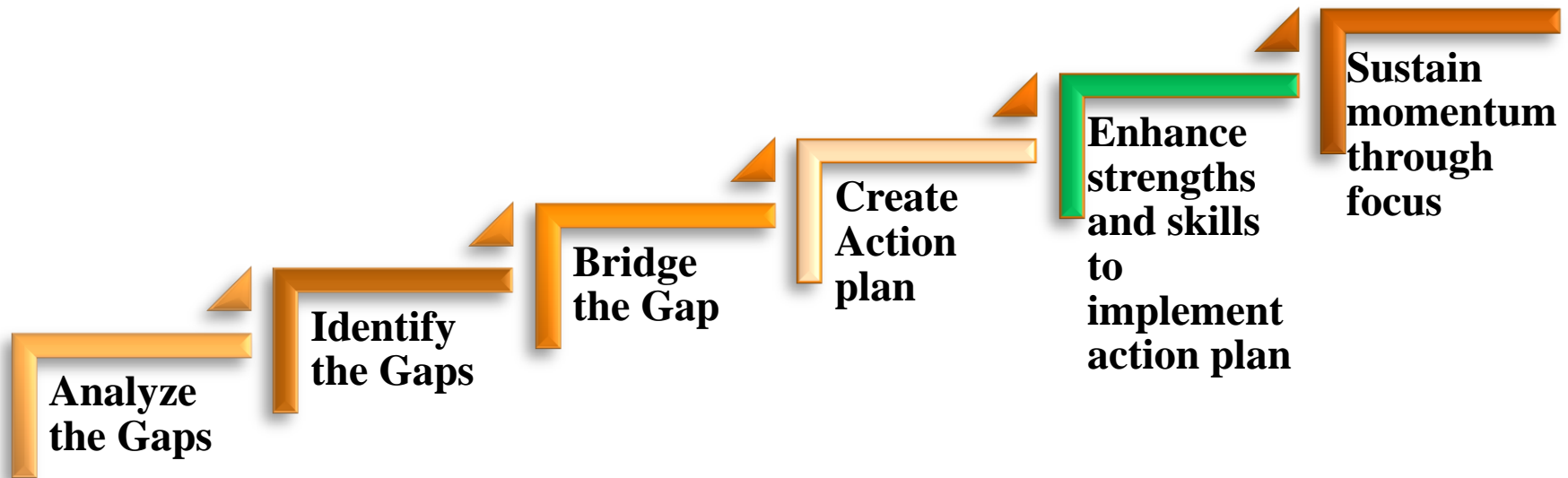
- Coaching to support the Leader in the path of learning

Training Methodology

- » We customize the content of each based on the objectives and the desired result expected by key stakeholders, to ensure transfer of learning to the workplace.
- » Our training methodology caters to all learning styles and stages. We use PowerPoints, encourage group discussions, discuss case studies, role-plays, exercises, etc.
- » We follow Adult Learning Principles to ensure all our training programs are experiential
- » Conduct Post Training Evaluation – Knowledge or Attitude or Skills or Habits
- » Create action plan for continuous learning
- » Support the team with coaching tools



Training Methodology



Training Resources



- » Minimum Number of participants: 15
- » Training will be conducted by PRANVIS at the venue organized by the client
- » Training Aids – Projector, Mic and speakers etc.,
- » Folders / File to store the information
- » Writing Pad and pens for trainees
- » To and Fro charges, accommodation of the trainer to be paid by the client as per the actuals, if the training is to be conducted out of Bangalore



Other Trainings offered by Pranvis

- » Leadership Training
- » Presentation Skills
- » Business Etiquette
- » Train the Trainer
- » Creative Thinking
- » Personal Effectiveness
- » Goal Setting
- » Negotiation Skills
- » Emotional Intelligence
- » Transactional Analysis
- » Personal Branding
- » Assertiveness
- » Motivation
- » Effective Selling
- » Sales with NLP
- » NLP Trainings
- » Coaching
- » Leaders as Coach



Trainings offered by Pranvis

- » Team Building
- » Time Management
- » Stress Management
- » Change Management
- » Conflict Management
- » Project Management
- » Interpersonal Skills
- » Interviewing Skills
- » Customer Relationship Management
- » Finance for Non-Finance
- » Campus to Corporate
- » Public Speaking
- » Situational Leadership
- » Manager to Leader
- » Outbound Training



Some of Our Certification Courses

- » Certified Soft Skills Trainer
- » Certified Behavioural Skills Trainer
- » Certified Master Trainer
- » Certified Life Coach
- » Certified Executive Coach
- » Certified NLP Practitioner
- » Certified NLP Trainer
- » Certified HR Professional
- » Certified Voice and Accent Trainer
- » Certified English Trainer for Business Communication



Our Coaching Solutions



- » Life Coaching
- » Executive Coaching
- » Entrepreneurship Coaching
- » Leadership Coaching
- » Business Coaching



Thank you



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