

TEAM

CO
WORKING

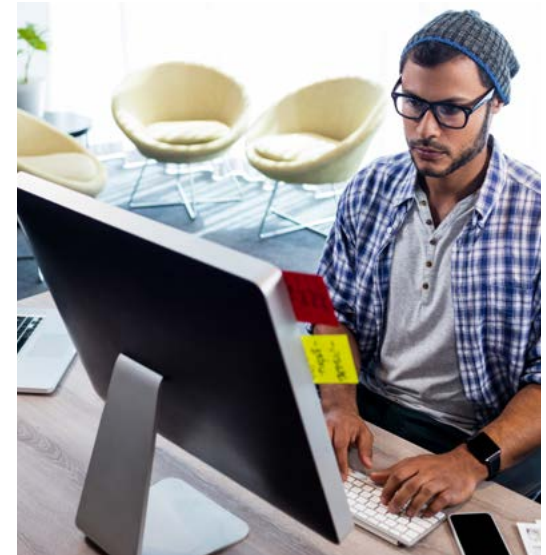
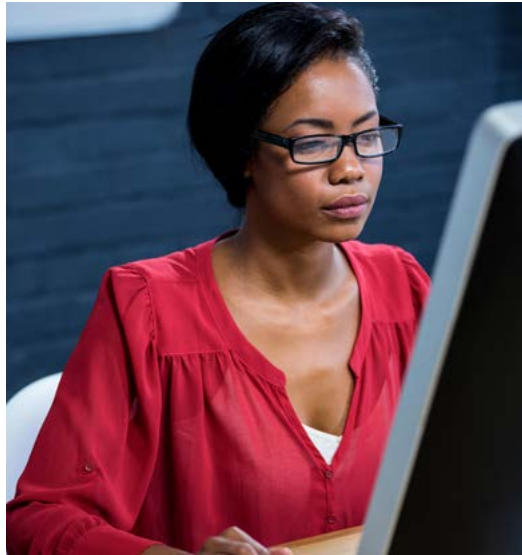
FEEDBACK!

ENTREPRENEUR

DO
IT!



negotiation management professional online course (NMP®)



In a nutshell...

What is Negotiation Management?

According to A guide to the Negotiation Body of Knowledge (NBOK™ Guide), negotiation is the process of discussion between two or more individuals or groups, where one individual or group may want something from the other individual or groups, and vice versa. The NBOK™ Guide delivers guidelines for conducting successful negotiations. It provides a comprehensive framework that includes aspects and processes for preparing and conducting negotiations.

Whether it is a simple or complex negotiation, the process of negotiation and the skills involved are fundamentally the same. Understanding these skills will enable you to negotiate better deals. The NBOK™ Guide treats negotiation as a science and defines each term specifically, thus providing a common language of negotiation that you can use when negotiating within your organization and with other external organizations.

About NGstudy:

NGstudy is a global accreditation body for negotiation certifications. It has authored NBOK™ Guide which provides a comprehensive framework for conducting successful negotiations. NGstudy combines modern technology with innovative methods of course delivery to simplify Negotiation concepts.

About NBOK™ Guide:

The NBOK™ Guide delivers guidelines for conducting successful negotiations. It was developed as a necessary guide for individuals and organizations to understand and effectively practice negotiation. It can be used by anyone wanting to gain knowledge of the basic principles of negotiation as well as those who want to improve their existing negotiation skills. It provides a comprehensive framework that includes aspects and processes for preparing and conducting negotiations. The Aspects of Negotiation are the seven main facets that help you

understand negotiation in principle. They are the fundamental features that must be understood in order to relate and compare the different forms of negotiation. The processes described in the NBOK™ Guide offer a systematic approach to negotiation that helps you achieve your preferred outcomes.

Can I attend

This course is for anyone looking to improve their simple or complex negotiation skills.

Are there prerequisites?

There are no mandatory prerequisites for taking the Negotiation Management Professional course.

Course outline

Negotiation Aspects

- The aspects of Negotiation
- Justification
- Distributive vs. Integrative Negotiation
- Customization
- Non-linear Process with Uncertain Outcomes
- Human Relations Issues in Negotiation
- Organization for Negotiation
- Ethics

Negotiation Processes

- Negotiation Aspects
- Prepare for Single-Issue Negotiation
- Understand your negotiation situation
- Understand your negotiation situation
- Conduct Single-Issue Negotiation
- Plan for Negotiation
- Conduct the Negotiation
- Prepare for Multi-Issue Negotiation
- Understand your negotiation situation
- Understand negotiation situation of the other party
- Conduct Multi-Issue Negotiation
- Plan for Negotiation
- Conduct the Negotiation

What do I get?

- 100+ high quality videos
- Study guides and flash cards
- Chapter tests and role plays
- Real life case studies
- Important terms and concepts
- VMEdU Mobile App
- DWDCoconnect Facilitator support in the form of guidance, online discussions and coaching sessions
- An e-Certificate upon successful completion of the exam.
- On successful completion of this course, students will receive a DWD Connect attendance certificate.

Optional extra's:

Upon request, DWDCoconnect can arrange a paper certificate to be sent directly to the address provided at the exam registration.

What's the exam format?

- 100 multiple choice questions
- 120 minutes duration
- Proctored online exam
- One mark awarded for every right answer; no negative marks for wrong answers

Current Pass Rate: 98%

What accreditation will I get?

On completion of the course and successfully completing the exam requirements, you will receive the [Certified Negotiation Professional \(NMP®\)](#) from [NGstudy](#).