







STADIO



ONLINE SHORT LEARNING PROGRAMME NEGOTIATION SKILLS

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EDUCATION

COURSE INFORMATION:

-  **Minimum duration:** Self-study within 2 weeks. Minimum focused learning time required: approximately 24 hours.
-  **Minimum credits:** Certificate of Completion
-  **Complexity level:** This Online SLP provides a coherent, quality learning experience with predetermined learning outcomes and objectives. The course is non-credit bearing, not registered with the South African Qualifications Authority (SAQA), and does not lead to a qualification or part-qualification registered on the National Quality Framework (NQF). At the same time, successful completion of the Online SLP can be included in your portfolio of evidence for Recognition of Prior Learning (RPL) consideration for access to a full qualification.
-  **Mode:** Unassisted Online Learning
-  **Fees:** R800
-  **Language:** English

COURSE OVERVIEW:

Negotiation is a means of communication between participants in order to reach an agreement. We often negotiate daily, without even realising it. Discover the nature and importance of negotiation in the context of procurement and supply chain management. Discover how negotiations can better assist you the next time you are found in a negotiation scenario by learning about what negotiation is, and the different types of negotiations. This Online SLP is ideal for procurement officers, buyers and supply chain managers, sales and marketing managers, real estate agents, customer service advisors, and legal advisors.

There are no entry requirements for this Online SLP. However, it is recommended that the applicant has achieved English language competence at a level that is equivalent to Grade 12.

Earn your Certificate of Completion and add the following to your CV:

"Successfully completed the STADIO Online Short Learning Programme: Negotiation Skills"

SYSTEM REQUIREMENTS:

Chrome browser • A desktop / laptop computer (this product is not mobile-friendly) • A reliable internet connection with continuous access and a minimum speed of 4MB (this product is not available offline)

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HIGHER EDUCATION**

COURSE CURRICULUM:

At the end of this Online SLP, you should be able to:

- Define negotiation
- Discuss the different approaches to negotiation
- Outline the different aspects of negotiation
- Illustrate the negotiation process
- Identify the major tactics that can be incorporated in the negotiation process
- Discuss the role of post-negotiation action in the negotiation
- Discuss the role of cultural differences in negotiations

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STUDY WITH US
