

## **‘Negotiation Skills for Senior Managers’**

**Tuesday 20 November 2018**

**Inox Dine, The University of Sheffield, Level 5, Student's  
Union Building, Durham Road, Sheffield S10 2TG**

**CUBO Member Rate £495 + VAT**

**General Member Rate £618.75 + VAT**

### **Overview**

To provide participants with an overall understanding of negotiation skills at a senior level.

### **The Course will cover:**

- Stages of sales negotiation
- Negotiation outcomes
- Negotiation styles and strategies
- Communication skills
- The importance of preparation
- Negotiation and conflict management
- How to read body language and how to identify different personalities
- Understanding buyers' priorities

### **Duration**

One full day

### **How do we book on this course?**

Please follow the link below:

[Negotiation Skills for Senior Managers](#)

Or alternatively, please contact Lynn Kenny at [information@universityhospitality.co.uk](mailto:information@universityhospitality.co.uk) or call 0114 222 8983/28907

## Jo Haigh CEO fds

- Winner of the Sunday Times NED of the Year award in association with Peel Hunt.
- Non-Exec Director of seven companies.
- Winner of Acquisition International M&A Awards - Most Innovative UK Deal Negotiator 2016 and The AI One to Watch in Corporate Finance.
- Winner of the CBI First Women in Business Services award.
- Shortlisted for Inspiring Leader of the Year Forward Ladies and SME Business of the Year with Forward Ladies.
- Best-selling author of five books, including Keys to the Boardroom.
- Jo has bought and sold over 400 companies in the last 27 years, specialising in owner managed companies.



*Comprehensive review of Directors responsibilities and overall Board governance issues.  
Stimulating discussions and exercises. Excellently delivered.*

**– Simon Rogers**

*The best speaker on Role of a Director and one of the best M&A people in the UK in my  
opinion, I recommend Jo to all my clients!*

**– Bob Battye**

## The venue

This training event will be held at Inox Dine, The University of Sheffield, Level 5 Student's Union Building, Durham Road, Sheffield S10 2TG. Further information about the venue can be found at:

<http://inoxdine.co.uk/>

## Car parking

The nearest car park is Q Park situated on Durham Road. For further information, including prices, please follow the link below:-

<https://www.q-park.co.uk/parking/sheffield/q-park-durham-road>

## The Programme:

| TIME                | SESSION                   |
|---------------------|---------------------------|
| 9.00 am – 9.30 am   | Arrival and Introductions |
| 9.30 am – 11.00 am  | Session 1                 |
| 11.00 am – 11.15 am | Tea/Coffee break          |
| 11.15 am – 12.45 pm | Session 2                 |
| 12.45 pm – 1.30 pm  | Lunch                     |
| 1.30 pm – 15.00 pm  | Session 3                 |
| 15.00 pm – 15.15 pm | Tea/Coffee break          |
| 15.15 pm – 16.30 pm | Session 4                 |
| 16.30 pm            | Course Ends               |