



# Certified Negotiation Manager VS-1138

**Vskills Certifications**

Vskills Brochure



# Certified Negotiation Manager

### Certification Code VS-1138

Vskills certification for Negotiation Manager assesses the candidate as per the company's need for negotiating business and financial deals in sales, human resources, legal and vendor management. The certification tests the candidates on various areas in negotiation basics, planning, distributive bargaining, integrative negotiation, closing tactics interpersonal communication, sweeteners, ethics, power, influence, multiparty negotiations, individual differences, international negotiations, impasses, ADR and third-party intervention.

### Why should one take this certification?

This Course is intended for professionals and graduates wanting to excel in their chosen areas. It is also well suited for those who are already working and would like to take certification for further career progression.

Earning Vskills Negotiation Manager Certification can help candidate differentiate in today's competitive job market, broaden their employment opportunities by displaying their advanced skills, and result in higher earning potential.

### Who will benefit from taking this certification?

Job seekers looking to find employment in sales, human resources, legal or vendor management departments of various companies, students generally wanting to improve their skill set and make their CV stronger and existing employees looking for a better role can prove their employers the value of their skills through this certification.

### Test Details

- **Duration:** 60 minutes
- **No. of questions:** 50
- **Maximum marks:** 50, Passing marks: 25 (50%)

There is no negative marking in this module.

### Fee Structure

Rs. 3,499/- (Excludes taxes)\*

\*Fees may change without prior notice, please refer <http://www.vskills.in> for updated fees

### Companies that hire Vskills Negotiation Manager

Negotiation Managers are in great demand. Companies specializing in finance or consulting are constantly hiring skilled Negotiation Managers. Various public and private companies also need Negotiation Managers for their sales, human resources, legal or vendor management departments.

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## **1. Introduction to Negotiation**

- 1.1 Definition of Negotiation
- 1.2 Identifying Opportunities for Negotiation
- 1.3 Preparing for the Negotiation Process
- 1.4 The Seven Basic Steps in Negotiation

## **2. Negotiation: Attitudes, Conflict and Approaches**

- 2.1 Negotiation Styles
- 2.2 Negotiation and Conflict
- 2.3 Attitude and Negotiation

## **3. Negotiation Strategy & Tactics**

- 3.1 Strategies for Negotiation
- 3.2 Best Alternative to a Negotiated Agreement (BATNA)
- 3.3 Approaches for Negotiation
- 3.4 Types of Negotiators
- 3.5 Tactics for Negotiation Process
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- 3.7 Emotions in the Negotiation Process

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- 5.3 Effect of Perception on International Negotiations
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## **6. Case Studies in Negotiation**

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- 6.2 Enron - Indian Negotiation Debacle
- 6.3 Volkswagen (VW) Long-Term Negotiation in China
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- 6.5 Andorra versus the European Community (EC)

## Sample Questions

**1. What does negotiation process involves?**

- A. Two or more parties try to create differences.
- B. Two or more parties try to resolve differences.
- C. Two or more parties try to avoid differences.
- D. None of the above

**2. What happens in the lose-win strategy?**

- A. Both parties are dissatisfied with the negotiated result.
- B. One party is satisfied and the other dissatisfied with a negotiated settlement.
- C. One party is prepared to give concessions, and the result may go one way or the other.
- D. None of the above

**3. What is style is used, when people who wait for others to initiate the negotiation process before they reveal their feelings and ideas?**

- A. The self-bargaining negotiation style.
- B. The self-protecting negotiation style.
- C. The self-actualizing negotiation style.
- D. None of the above

**4. What is the basis of coercive power in negotiation?**

- A. A capacity to seek information and consider the ideas of others.
- B. The control over resources desired by others.
- C. Punishment, authority and use of force, whereby others are compelled to behave a particular way.
- D. None of the above

**5. What does the five step negotiation for an agreement involves?**

- A. Clarifying wants, displaying, proposing, narrating and checking.
- B. Clarifying wants, proposing, bargaining, gaining agreement, and following-up.
- C. Clarifying wants, discussing, postponing, negating and checking.
- D. None of the above

**Answers: 1 (B), 2 (C), 3 (A), 4 (C), 5 (B)**

## Certifications

### ➤ Accounting, Banking and Finance

- Certified AML-KYC Compliance Officer
- Certified Business Accountant
- Certified Commercial Banker
- Certified Foreign Exchange Professional
- Certified GAAP Accounting Standards Professional
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- Certified Merger and Acquisition Analyst
- Certified Tally 9.0 Professional
- Certified Treasury Market Professional
- Certified Wealth Manager

### ➤ Big Data

- Certified Hadoop and Mapreduce Professional

### ➤ Cloud Computing

- Certified Cloud Computing Professional

### ➤ Design

- Certified Interior Designer

### ➤ Digital Media

- Certified Social Media Marketing Professional
- Certified Inbound Marketing Professional
- Certified Digital Marketing Master

### ➤ Foreign Trade

- Certified Export Import (Foreign Trade) Professional

### ➤ Health, Nutrition and Well Being

- Certified Fitness Instructor

### ➤ Hospitality

- Certified Restaurant Team Member (Hospitality)

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- Certified HR Staffing Manager
- Certified Human Resources Manager
- Certified Performance Appraisal Manager

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- Certified Office Administrator

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- Certified Project Management Professional

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- Certified Real Estate Consultant

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- Certified Marketing Manager

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- Certified Six Sigma Black Belt Professional
- Certified TQM Professional

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- Certified Logistics & SCM Professional
- Certified Purchase Manager
- Certified Supply Chain Management Professional

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- Certified Business Law Analyst
- Certified Corporate Law Analyst

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- Certified Basic Network Support Professional
- Certified Business Intelligence Professional
- Certified Core Java Developer
- Certified E-commerce Professional
- Certified IT Support Professional
- Certified PHP Professional
- Certified Selenium Professional
- Certified SEO Professional
- Certified Software Quality Assurance Professional

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- Certified Android Apps Developer
- Certified iPhone Apps Developer

### ➤ Security

- Certified Ethical Hacking and Security Professional
- Certified Network Security Professional

### ➤ Management

- Certified Corporate Governance Professional
- Certified Corporate Social Responsibility Professional

### ➤ Life Skills

- Certified Business Communication Specialist
- Certified Public Relations Officer

### ➤ Media

- Certified Advertising Manager
- Certified Advertising Sales Professional

### ➤ Sales, BPO

- Certified Sales Manager
- Certified Telesales Executive

**& many more job related certifications**

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