

Courses for Chambers' Practice Management - Product Sheet

BESPOKE TRAINING & PERSONAL DEVELOPMENT SOLUTIONS FOR BARRISTERS' CHAMBERS



Practice
Management
Excellence

Professional Collaborative Negotiation Skills

Gain a competitive advantage by bringing win-win solutions to your clients and chambers

Professional Collaborative Negotiation Skills is a practical and interactive workshop exploring how to negotiate a good return whilst offering excellent value and client satisfaction.

We explore how we can promote excellence in our clients experience in dealing with us.

Negotiations with clients can often be seen as bartering or finding a middle ground. This workshop helps you improve and perfect your own negotiation style. We discover some excellent tools to enable you to get the best from negotiations with clients and winning excellent results for members' of Chambers. We examine how to maximise income whilst maintaining long-term collaboration with clients.

This workshop is designed for client facing staff and will explore the following:

- Understanding collaborative negotiation and setting objectives.
- Client research and preparation for negotiation
- Negotiation styles
- Value and maximising income
- Ring-fencing or making "sticky" clients

This course is designed to be engaging and practical for Junior Clerks from all educational backgrounds. It can be conducted in a group or one-to-one, in person or remotely.

How is it done?

All our workshops are developed with high levels of input from delegates. We professionally coach our delegates rather than tell them what to do. By doing this we achieve maximum learning, high relevance to Chambers and embed change. Delegates will experience low levels of PowerPoint and high levels of interaction, leaving with all course notes and extending reading materials. The time allowance for this course 5.5 hours excluding breaks. It can be conducted in one day or over two evenings.

What will I get from attending?

- Confidence in setting negotiation objectives
- Understand client drivers and how that impacts the outcome and approach
- Understand your own negotiation styles and what you need to be aware of
- Be aware of your value drivers and how to enhance long-term trading relationships

Who would benefit from this?

- Clerks , Practice Managers
- All Chambers staff who interact with clients
- Any professional who wants to drive business in a more effective way

Contact Us

For more information about our courses and what else we offer, please visit: www.pmetraining.co.uk or to book your place contact nicky@pmetraining.co.uk