

Aviation Leadership and Management Skills Development - Developing Negotiation Skills – 1 Day

Introduction

The ability to negotiate is a key management skill and essential when developing and negotiation aviation contracts. Businesses thrive when we are able to achieve profitable contracts. Negotiation is an essential element related to our goal of business success.

- Aircraft Maintenance Contracts
- Aircraft Lease & Lease Purchase Contracts
- Subcontract Service Provider Relationships
- Contract Service Providers

To successfully negotiation a contract or agreement you must be able to make a difference, how to influence in a positive way the decision makers.

- When you understand the key elements of effective negotiation you gain a competitive advantage
- Successful negotiation allows you to both achieve business objectives, as well as to effect change to your desired outcome.

With this training you will be able to engage in the necessary strategies to understand, plan, and achieve your objectives in a variety of business opportunities and initiatives

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Who Is The Course For?

Anyone within the Organisations leadership Team who is required to perform internal or external negotiations.

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www.sassofia.com

Date	On Demand
Category	Personal Development
Venue	On Demand
Level	Basic
Price	On Demand

What is the Benefit of this Training – What will I learn?

- a) Understand the fundamental techniques for effective negotiation
- b) Develop your mental and emotional strengths
- c) Explain the various Styles of Negotiation
- d) Be able to lead negotiate team efforts
- e) Leverage your strengths for an effective outcome
- f) Develop a win / win solution as part of your negotiation strategy

Detailed Content / Topics - The following Subjects will be addressed

- Negotiating Skills Introduction
- Considering the Difference between Integrative Negotiation & Distributive Negotiation
- Initial Preparation to Plan Your Negotiation Strategy
- Understanding the Different Types of Negotiation Strategies
- Essential Strategies for a Successful Lease Negotiation
- Conflict Resolution
- General Considerations Related to Contract Development
- Key Elements to Consider When Developing a Contract
- Aviation Leadership Best Practice Negotiating Techniques
- Aviation Leadership Considering Emotional Intelligence (EI) When Negotiating
- Negotiations Concerning Aircraft Re-Delivery
- Negotiation Top Tips to Ensure Success
- Considering the Role of Modification within the Aircraft Lease Transition Process
- Avoiding Subjective & Vague Terminology during Aircraft Lease Contract Developments
- Understanding the IFRS 16 Financial Considerations related to Aircraft Leases

Target Groups

All levels of expertise within the organizational environment.

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Pre-Requisites

A background in the aviation environment.

Learning Objectives

To manage the key challenges and recognizes the importance of the interconnected elements within the complete business process.

To understand the relationship between the various parts to be able to make the most effective decisions.

Certificate Wording

Basic Principles of Negotiation. Understanding the Different Types of Negotiation Strategies, Negotiation preparation, Effective Interaction and Key Negotiation Tactics, Developing Contracts & Closing the Deal.

What do People Say about Sofema Aviation Services Training?

*"The course exceeded my expectations."
"Everything was inappropriate timing and in a good climate."
"Maximum points for the instructor's effort and explanation from me."
"The instructor provided enough room for all the questions to be asked"
"We received a lot of additional information to make things clearer."*

Duration

1 Day – Start at 09.00 and finish at 17.00 with appropriate refreshment breaks.

To register for this training, please email team@sassofia.com or Call +359 28210806

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