

Negotiation Management Certification Hierarchy Course
NCN-A

CERTIFIED NEGOTIATION ASSOCIATE

Course Brochure



EDDS
CONSULTING

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VMedu Authorized Training Partner

Who is VMEdU Inc ?

MOAC VMEdU is a leader in the professional training and certification industry and has facilitated the training of 500,000+ students from 3500+ corporations across 150+ countries with a success rate of 98.7% through its global network of 1100+ training providers.

VMEdU uses its state-of-the-art content creation expertise to create the best-quality online and classroom courses. This quality is provided to students worldwide through its global network of 1100+ training partners. **EDDS Consulting is one of VMEdU's Authorized Training Partner.** Our courses come with an assurance of consistent, high-quality content presented in multiple formats—such as videos, podcasts, simulated tests, and mobile apps that ensure a well-rounded and practical learning experience for students.

Course Overview

45+ High Quality Videos

High quality, interactive, and engaging online videos teach each chapter and knowledge area. All course videos are

prepared and presented by industry experts.

27+ Test Questions

Practice tests for each chapter help students gauge their preparedness. You even have the flexibility to select the number of chapter test questions you want to attempt.

54+ Terms and Definitions

Important terms and concepts for all chapters and knowledge areas are included. You can also use these terms as a collection of flashcards for practice and review.

Mobile App

Access courses in all formats anytime, anywhere through our innovative mobile app and enjoy the same learning experience that you get online.

Progress Tracking

Track your progress in any course and chapter online or on mobile app and continue from where you left off.

Certification Exam

The certification exam is included in the course. The exam is online and non-proctored. Candidates have one hour to complete the exam.

Detailed Course Contents

1. INTRODUCTION

- 1.1. Overview of Negotiation
- 1.2. Why Use Negotiation?
- 1.3. Purpose of the *NBOK™ Guide*
- 1.4. Certification Schema
- 1.5. Framework of the *NBOK™ Guide*
 - 1.5.1. How to Use the *NBOK™ Guide*
 - 1.5.2. Negotiation Aspects
 - 1.5.3. Negotiation Processes

- 2.5.1. Negotiation Styles
- 2.5.2. Perception and Cognition
- 2.5.3. Communication in Negotiation
- 2.6. Organization for Negotiation
 - 2.6.1. Negotiation for self or through agents
 - 2.6.2. Authority of person negotiating
- 2.7. Ethics

2. ASPECTS OF NEGOTIATION

- 2.1. Justification
 - 2.1.1. Why Negotiate?
 - 2.1.2. Benefits of Negotiation
- 2.2. Distributive vs. Integrative
 - 2.2.1. Distributive Negotiation (Win-Lose)
 - 2.2.2. Integrative (Win-Win)
 - 2.2.3. Differences between Distributive and Integrative Negotiation
- 2.3. Customization
 - 2.3.1. Multi-phase Negotiation
 - 2.3.2. Multi-party Negotiation
- 2.4. Non-linear Process with Uncertain Outcomes
- 2.5. Human Relations Issues in Negotiation

Who we are

EDDS Consulting was founded in 2012. Facilitating a growing list of clients in Pakistan as well as in the USA, UK, Belgium, UAE, Australia and Egypt. We help in creating opportunities for individuals as well as organizations to mark their way in the continuous pursuit of excellence. Our core value of service is excellence in Management Consulting & Training.

EDDS Consulting offers services in three major areas: Management Consulting, General Management Training and Professional Certifications.

Main disciplines in which we provide training and certifications for are:

Project Management | Sales and Marketing |
Scrum & Agile | Quality Management |
Negotiations Management | Lean Management |
Time Management

We provide consulting services in:

Lean Transformation | Business Intelligence Solutions

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