

TRAINING TITLE

ADVANCED NEGOTIATION SKILLS

Training Duration

5 day

Training Venue and Dates

Ref. No. ML083	Advanced Negotiation Skills	5	29 Sep – 03 Oct 2025	6,500	Barcelona, Spain
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In any of the 4 or 5-star hotels. The exact venue will be informed later.

Training Fees

- \$6,500 per participant for Public Training includes Materials/Handouts, tea/coffee breaks, refreshments & Lunch

Training Certificate

Define Management Consultancy & Training Certificate of course completion will be issued to all attendees.

TRAINING DESCRIPTION

This course equips participants with the essential skills to navigate negotiations effectively, focusing on creating mutually beneficial outcomes. Using proven win-win strategies, participants will learn how to build trust, overcome challenges, and reach agreements that satisfy all parties involved.

TRAINING OBJECTIVES

By end of course participants will be able to understand

- Understand key negotiation principles and strategies.
- Develop skills to foster collaboration and trust.
- Learn to handle objections and conflicts professionally.
- Practice crafting win-win solutions that benefit all parties.

WHO SHOULD ATTEND?

- Business Professionals
- Sales and Marketing Professionals
- Human Resources Managers
- Entrepreneurs and Startups
- Legal and Contract Professionals
- Project Managers

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TRAINING METHODOLOGY

A highly interactive combination of lectures and discussion sessions will be managed to maximize the amount and quality of information and knowledge transfer. The sessions will start by raising the most relevant questions and motivating everybody to find the right answers. You will also be encouraged to raise your own questions and to share in the development of the right answers using your own analysis and experiences. Tests of multiple-choice type will be made available on daily basis to examine the effectiveness of delivering the course.

Very useful Course Materials will be given.

- 30% Lectures
- 30% Workshops and work presentation
- 20% Group Work& Practical Exercises
- 20% Videos& General Discussions

COURSE PROGRAM

Day 1: Introduction to Negotiation

- Overview of negotiation types and styles
- Key principles of win-win negotiation
- Building rapport and trust

Day 2: Preparation and Strategy

- Understanding interests vs positions
- Setting clear goals and priorities
- Developing negotiation strategies

Day 3: Communication Skills for Negotiation

- Active listening techniques
- Effective questioning and persuasion
- Non-verbal communication in negotiations

Day 4: Overcoming Obstacles and Conflict

- Identifying and addressing common barriers
- Managing emotions and tension
- Creative problem-solving techniques

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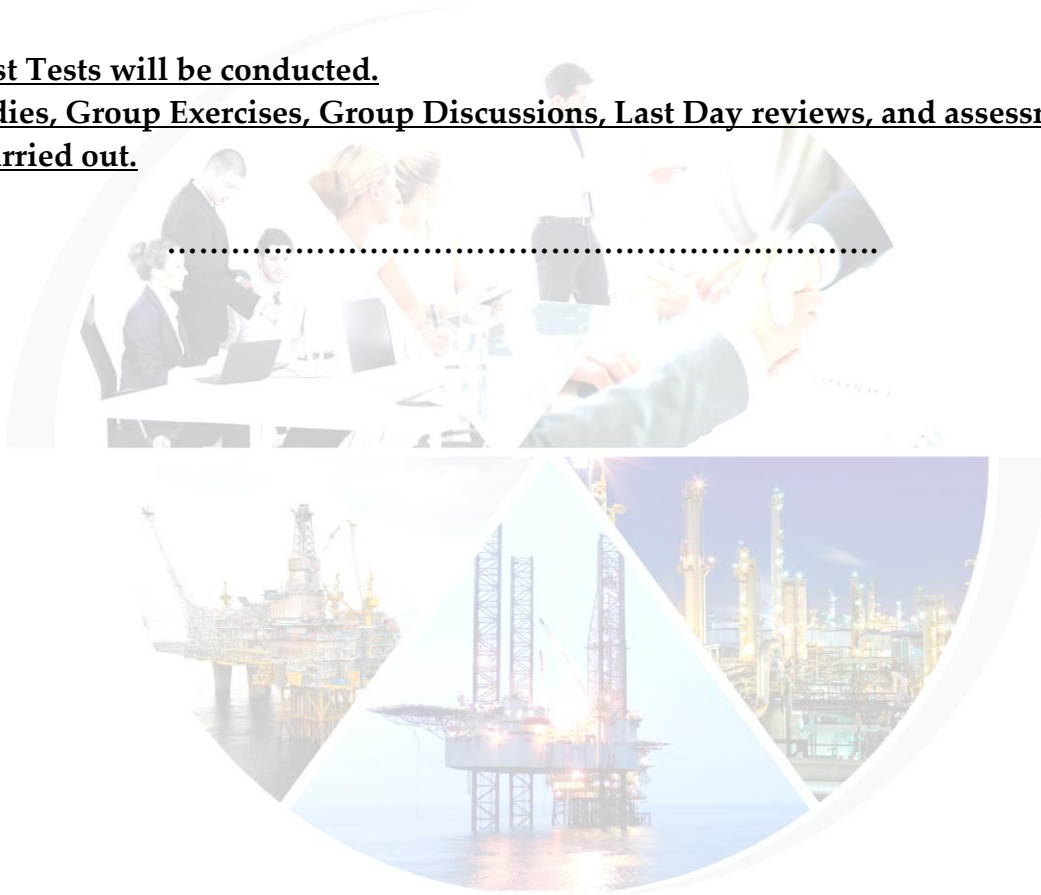
Day 5: Applying Win-Win Strategies

- Role-playing and simulation exercises
- Final negotiation practice
- Reviewing key takeaways and action plans

NOTE:

Pre-& Post Tests will be conducted.

Case Studies, Group Exercises, Group Discussions, Last Day reviews, and assessments will be carried out.



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