

## Negotiation Fundamental Principles and Techniques

*Vienna (Austria)*

*13 - 17 January 2025*

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## Negotiation Fundamental Principles and Techniques

Code: PS28 From: 13 - 17 January 2025 City: Vienna (Austria) Fees: 4400 Pound

### Introduction

Welcome to the "Negotiation Fundamental Principles and Techniques" course. This program is designed to equip you with essential skills for successful negotiations. We will cover the core principles of negotiation, including preparation strategies, effective communication techniques, and tactics for resolving conflicts. Through practical exercises and real-world examples, you'll learn to navigate complex negotiations confidently and achieve optimal outcomes. Join us to develop the expertise needed to negotiate with impact and finesse.

### Course Objectives

- Understand the core principles of negotiation.
- Learn effective preparation strategies.
- Develop skills in active listening and communication.
- Master techniques for building rapport and trust.
- Explore tactics for managing conflicts and objections.
- Practice strategies for achieving win-win outcomes.
- Analyze real-world negotiation scenarios.
- Apply negotiation techniques in practical exercises.

### Course Outlines

#### Day 1: Advanced Negotiation Strategies

- Review of foundational negotiation principles.
- Introduction to advanced negotiation frameworks.
- Techniques for strategic planning and goal setting.
- Analysis of negotiation styles and their impact.
- Case studies on high-stakes negotiations.

#### Day 2: Complex Communication Techniques

- Mastering advanced communication skills for negotiations.
- Techniques for managing difficult conversations.
- Strategies for persuasive and influential communication.
- Practice exercises on negotiating under pressure.
- Role-playing scenarios to enhance communication effectiveness.

#### Day 3: Conflict Resolution and Management

- Advanced methods for identifying and addressing conflicts.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The pieces are gold and silver. The board is white and black squares. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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- Techniques for de-escalating tense situations.
- Strategies for managing multiple parties and interests.
- Tools for creating and maintaining constructive dialogue.
- Practical exercises in resolving complex disputes.

#### Day 4: Psychological Tactics and Influence

- Understanding psychological principles in negotiations.
- Techniques for leveraging psychological insights to influence outcomes.
- Advanced methods for reading and responding to body language.
- Strategies for handling manipulation and deception.
- Application of psychological tactics through simulation exercises.

#### Day 5: Negotiation in Different Contexts

- Adapting negotiation techniques for various contexts business, international, personal.
- Strategies for cross-cultural negotiations.
- Techniques for virtual and remote negotiations.
- Review and application of advanced negotiation skills in diverse scenarios.
- Final project: Developing a comprehensive negotiation strategy.

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