

Negotiation Fundamental Principles and Techniques

Amman (Jordan)

23 - 27 August 2026

UK Traininig

PARTNER



Negotiation Fundamental Principles and Techniques

Code: PS28 From: 23 - 27 August 2026 City: Amman (Jordan) Fees: 3300 Pound

Introduction

Welcome to the Negotiation Fundamental Principles and Techniques course. Negotiation is a critical skill in both personal and professional contexts, enabling individuals to achieve their goals while fostering positive relationships. This course is tailored to provide participants with a deep understanding of negotiation fundamentals, focusing on effective negotiation techniques and advanced negotiation strategies.

Through an engaging curriculum, participants will gain insights into principles of negotiation, develop negotiation skills techniques, and learn to navigate various negotiation contexts. Whether managing conflicts, building rapport, or handling complex conversations, this course empowers you to negotiate with impact and finesse.

Course Objectives

By the end of this course, participants will:

- Understand the basic principles of negotiation and their practical applications.
- Learn effective negotiation strategies to handle diverse situations.
- Master negotiation techniques and strategies for complex scenarios.
- Develop skills in active listening and persuasive communication.
- Explore conflict negotiation techniques to manage and resolve disputes.
- Practice advanced negotiation skills training through real-world simulations.
- Gain expertise in adapting to different types of negotiation techniques.
- Design and execute comprehensive negotiation strategies.

Course Outlines

Day 1: Advanced Negotiation Strategies

- Overview of negotiation fundamentals and principles.
- Exploring advanced negotiation techniques for strategic success.
- Techniques for goal setting and preparation.
- Understanding different negotiation styles and their impact.
- Case studies on effective negotiation strategies in high-stakes situations.

Day 2: Complex Communication Techniques

- Mastering negotiation skills techniques for effective communication.
- Tools for managing difficult conversations.
- Best negotiation techniques for influencing outcomes.
- Role-playing exercises to enhance persuasive communication.

A graphic of a chessboard with several pawns. In the foreground, a large gold king piece stands prominently. Behind it, several silver and gold pawns are positioned on different squares. The background features a series of concentric circles, suggesting a strategic or tactical theme.

UK Training
PARTNER

- Adapting communication strategies for conflict negotiation techniques.

Day 3: Conflict Resolution and Management

- Advanced methods for addressing and resolving conflicts.
- Strategies for creating constructive dialogue.
- Tools for managing disadvantages of principled negotiation.
- Techniques for handling multiple interests and parties.
- Practical exercises for resolving disputes in various contexts.

Day 4: Psychological Tactics and Influence

- Exploring principles of effective negotiation through psychology.
- Techniques for leveraging body language and other non-verbal cues.
- Managing manipulation and deception in negotiations.
- Application of psychological insights in successful negotiation techniques.
- Simulation exercises to practice advanced negotiation techniques.

Day 5: Negotiation in Different Contexts

- Adapting to different types of negotiation techniques across industries.
- Strategies for cross-cultural negotiations and overcoming barriers.
- Techniques for virtual and remote negotiations.
- Comprehensive application of learned skills through a final project.

Why Attend this Course: Wins & Losses!

- Master Negotiation Fundamentals: Build a strong foundation in basic principles of negotiation and techniques.
- Develop Advanced Skills: Learn effective negotiation techniques for handling high-pressure and complex situations.
- Resolve Conflicts Efficiently: Apply conflict negotiation techniques to de-escalate tense scenarios.
- Tailor Your Approach: Adapt to different negotiation styles and contexts for optimal outcomes.
- Practice Real-World Scenarios: Gain hands-on experience through simulations and case studies.

Conclusion

The Negotiation Fundamental Principles and Techniques course offers a comprehensive guide to mastering the art of negotiation. With a focus on practical application, participants will leave equipped with successful negotiation techniques and the confidence to achieve optimal outcomes in any scenario.

This course isn't just a training—it's an investment in your ability to navigate the complexities of negotiation with skill and poise. Enroll today and take the first step towards mastering effective negotiation strategies for success.

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



Florence (Italy)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)

































Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients

 <p>MANNAI CORPORATION MANNAI Trading Company WLL, Qatar</p>	 <p>GAC UNE FILIALE D' EGA Alumina Corporation Guinea</p>	 <p>Booking.com Booking.com Netherlands</p>	 <p>OXFAM Oxfam GB International Organization, Yemen</p>	 <p>Capital Markets Authority Kuwait</p>
 <p>WS Waltersmith Petroman Oil Limited Nigeria</p>	 <p>QNB Qatar National Bank (QNB), Qatar</p>	 <p>Qatar Foundation Qatar</p>	 <p>AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania</p>	 <p>KFAS Kuwait Foundation for the Advancement of Sciences KFAS Kuwait</p>
 <p>Reserve Bank of Malawi Malawi</p>	 <p>Central Bank of Nigeria Nigeria</p>	 <p>Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA</p>	 <p>Mabruk Oil Company Libya</p>	 <p>Saudi Electricity Company KSA</p>
 <p>BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia</p>	 <p>NATO Italy</p>	 <p>ENI ENI CORPORATE UNIVERSITY, Italy</p>	 <p>GULF BANK Gulf Bank Kuwait</p>	 <p>General Organization for Social Insurance KSA</p>
 <p>Defence Space Administration Nigeria</p>	 <p>National Industries Group (Holding) Kuwait</p>	 <p>Hamad Medical Corporation Qatar</p>	 <p>USAID Pakistan</p>	 <p>STC STC Solutions, KSA</p>
 <p>North Oil Company North Oil company,</p>	 <p>EKO Electricity</p>	 <p>OMAN BROADBAND Oman Broadband</p>	 <p>UNITED NATIONS UN.</p>	 <p>Authority for Electricity Regulation, Oman Authority for</p>

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Artificial Intelligence (AI)
Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

