BLACKBIRD FOR TRAINING

Mastering Negotiation

15 – 26 February 2027
Amsterdam (Netherlands)



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Introduction

Negotiation skills are crucial in both personal and professional life, influencing key decisions, resolving conflicts, and securing favorable outcomes. Whether you're aiming for better deals, resolving issues, or making high-stakes decisions, understanding negotiation strategies and negotiation processes can lead to success. This course, "Mastering Negotiation", is designed to provide participants with a comprehensive understanding of what are negotiation skills, helping you enhance your abilities through expert guidance.

In this negotiating skills course, participants will learn effective negotiation tactics, explore various types of negotiation skills, and develop the necessary confidence to handle crisis negotiations, settlement negotiations, and other complex scenarios. Whether you're preparing for contract negotiation or handling interpersonal negotiations, this course will help you improve your negotiation skills through practical exercises, case studies, and hands-on training.

Course Objectives

- Understand the fundamentals of negotiation: Learn the essentials of negotiation and explore what are negotiation skills to effectively approach any negotiation scenario.
- Explore different negotiation styles: Understand various types of negotiation skills competitive, collaborative, and others and how to apply them in different situations.
- Master negotiation strategies: Equip yourself with negotiation strategies to create win-win agreements that benefit all parties involved.
- Develop essential communication skills: Learn how to communicate effectively, listen actively, and negotiate with clarity and confidence.
- Learn preparation techniques: Discover how to prepare for a negotiation, set clear objectives, and assess positions to achieve successful outcomes.
- Handle complex negotiations: Develop the ability to engage in multi-party negotiations, cross-cultural negotiations, and high-stakes negotiations.
- Become a successful negotiator: Understand how to improve negotiation skills and navigate challenging scenarios, from crisis negotiations to settlement negotiations.



Course Outlines

Day 1: Introduction to Negotiation

- Understanding what is negotiation and its significance in both professional and personal contexts.
- The psychological aspects of negotiation: Recognizing and addressing biases and emotional triggers.
- Common myths and misconceptions about negotiation skills and strategies.

Day 2: Negotiation Styles and Strategies

- Introduction to different types of negotiation skills Competitive, Collaborative, etc.
- Choosing the right strategy based on the situation and the involved parties.
- Building trust and establishing rapport for successful negotiations.

Day 3: Effective Communication in Negotiation

- Essentials of negotiation: Learn the art of active listening and how it can influence outcomes.
- Verbal and non-verbal communication techniques to enhance persuasion and clarity.
- Framing and reframing: Shaping the conversation to benefit both parties.

Day 4: Persuasion and Influence in Negotiation

- Key principles of persuasion in negotiations: Reciprocity, scarcity, and others.
- Techniques for overcoming resistance and building agreement.
- Ethical considerations in influencing others and maintaining integrity.

Day 5: Negotiation Preparation and Planning

- Setting clear objectives for a successful negotiation.
- Understanding and assessing your BATNA Best Alternative to a Negotiated Agreement.
- Analyzing the interests and positions of the opposing party to create a robust negotiation plan.

Day 6: The Negotiation Process

- Opening statements, initial positions, and key tactics to frame the negotiation.
- The art of give-and-take and maintaining flexibility throughout the process.
- Managing deadlocks and impasses effectively.

Day 7: Negotiating in Business and Professional Settings

- How to negotiate a raise and negotiate benefits with confidence.
- Contract negotiation: Essential skills for securing business agreements.
- Negotiating with suppliers, partners, and other key stakeholders in professional settings.



Day 8: Conflict Resolution and Difficult Conversations

- Resolving conflicts through negotiation in high-stakes environments.
- Techniques for managing emotional or tense negotiations with tact and diplomacy.
- Approaching and successfully navigating difficult conversations.

Day 9: Multi-party and Cross-cultural Negotiations

- Strategies for managing multi-party negotiations and complex scenarios.
- The impact of cultural differences on negotiation styles and how to adapt accordingly.
- Building alliances, coalitions, and reaching agreements in a diverse context.

Day 10: Final Negotiation Exercises and Review

- Participants engage in real-world negotiation scenarios to apply learned techniques.
- Detailed analysis and debriefing of negotiation exercises to identify strengths and areas for improvement.
- Course review, Q&A, and negotiation training certification.

Why Attend this Course: Wins & Losses!

- Master Negotiation Strategies: Learn the intricacies of negotiation strategies that can lead to successful, mutually beneficial agreements.
- Enhance Your Negotiating Skills: Through negotiation skills training, you'll become more confident in handling a wide range of negotiation scenarios.
- Preparation is Key: Learn how to prepare for a negotiation effectively, ensuring you're always a step ahead in securing the best deal.
- Overcome Resistance: Understand how to negotiate raise discussions or resolve conflicts using ethical persuasion tactics.
- Tailored to Real-World Scenarios: From settlement negotiations to crisis negotiations, apply your skills in practical situations.

Conclusion

Mastering negotiation skills is not just about achieving a specific result; it's about how to negotiate with precision, confidence, and an understanding of human dynamics. Whether you're negotiating a raise, closing a business deal, or managing complex crisis negotiations, this course will provide the tools and techniques necessary to become a skilled negotiator. By participating in this negotiation training program, you will gain valuable insights into negotiation strategies, develop a deeper understanding of the negotiation process, and learn how to win at negotiating in any context.

Join us to refine your skills, boost your confidence, and enhance your ability to negotiate successfully in both personal and professional life. Sign up today and transform your negotiation approach into a strategic advantage!

