

## Mastering Negotiation

*Amsterdam (Netherlands)*

*9 - 13 September 2024*

UK Training

# PARTNER



## Mastering Negotiation

Code: PS28 From: 9 - 13 September 2024 City: Amsterdam (Netherlands) Fees: 4200 Pound

### Introduction

Negotiation is a critical skill in both personal and professional life. Whether you're bargaining for a better deal, resolving conflicts, or making important decisions, effective negotiation can lead to favorable outcomes. This course, "Mastering Negotiation," is designed to provide participants with a comprehensive understanding of negotiation principles and strategies. Participants will learn to negotiate confidently, build mutually beneficial agreements, and navigate complex negotiation scenarios. Through a combination of theory, practical exercises, and case studies, this course will empower participants to become skilled negotiators.

### Objectives

- Introduce participants to the fundamental concepts and importance of negotiation.
- Provide a comprehensive understanding of negotiation styles and tactics.
- Equip participants with practical negotiation skills, including communication and persuasion techniques.
- Teach participants how to prepare effectively for negotiations and assess their own and their counterparts' positions.
- Foster the ability to negotiate in various contexts, from business deals to interpersonal relationships.
- Prepare participants to handle complex negotiation challenges with confidence.

### Course Outline

#### Day 1

##### Introduction to Negotiation

- Understanding the Role and Significance of Negotiation
- The Psychological Aspects of Negotiation
- Common Myths and Misconceptions about Negotiation

#### Day 2

##### Negotiation Styles and Strategies

- Different Negotiation Styles Competitive, Collaborative, etc.
- Choosing the Right Strategy for Each Situation
- Building Trust in Negotiations

#### Day 3

UK Training

**PARTNER**



### Effective Communication in Negotiation

- The Art of Active Listening
- Verbal and Non-verbal Communication Techniques
- Framing and Reframing in Negotiations

### Day 4

#### Persuasion and Influence in Negotiation

- The Principles of Persuasion Reciprocity, Scarcity, etc.
- Techniques for Overcoming Resistance
- Ethical Considerations in Persuasion

### Day 5

#### Negotiation Preparation and Planning

- Setting Clear Objectives and Goals
- Assessing Your BATNA Best Alternative to a Negotiated Agreement
- Analyzing the Other Party's Interests and Positions

### Day 6

#### The Negotiation Process

- Opening Statements and Positioning
- The Art of Give and Take
- Managing Deadlocks and Impasses

### Day 7

#### Negotiating in Business and Professional Settings

- Contract Negotiation and Deal Making
- Salary and Compensation Negotiations
- Negotiating with Suppliers and Partners

### Day 8

#### Conflict Resolution and Difficult Conversations

- Techniques for Resolving Conflicts through Negotiation
- Handling Emotional and High-Stakes Negotiations
- Navigating Difficult Conversations with Tact

### Day 9

#### Multi-party and Cross-cultural Negotiations

UK Training

**PARTNER**



- Strategies for Complex Negotiation Scenarios
- Understanding Cultural Differences in Negotiation
- Building Alliances and Coalitions

## Day 10

### Final Negotiation Exercises and Review

- Participants engage in real-world negotiation scenarios.
- Analysis and debrief of negotiation exercises.
- Course review, Q&A, and certification.

UK Training  
**PARTNER**





## Blackbird Training Cities

### Europe



Zurich (Switzerland )



Stockholm (Sweden)



Lyon (France)



Copenhagen (Denmark)



Bordeaux (France)



Annecy (France)



Oslo (Norway)



Edinburgh (UK)



Glasgow (Scotland )



Malaga (Spain)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)  
(Switzerland)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

### USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami(USA)



New York (USA)



Toronto (Canada)



## Blackbird Training Cities

### Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia )



Bangkok (Thailand)



Beijing (China)



Moscow (Russia )  
(Malaysia)



Singapore (Singapore )



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

### Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Marocco)



Nairobi (Kenya)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



## Blackbird Training Clients



UK Training  
**PARTNER**



## Blackbird Training Categories

### Management & Admin

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 Refinement

### Technical Courses

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

 [training@blackbird-training.com](mailto:training@blackbird-training.com)

 [www.blackbird-training.com](http://www.blackbird-training.com)

UK Training  
**PARTNER**

