

Mastering Negotiation

Lisbon (Portugal)

19 - 23 May 2025

UK Training

PARTNER



Mastering Negotiation

Code: PS28 From: 19 - 23 May 2025 City: Lisbon (Portugal) Fees: 7400 Pound

Introduction

Negotiation skills are critical in both personal and professional life. Whether you're seeking 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 how 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.

Course Objectives

- Introduce participants to the fundamental concepts and importance of negotiation skills.
- Provide a comprehensive understanding of negotiation styles and strategies.
- 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 Outlines

Day 1: Introduction to Negotiation

- Understanding the Role and Significance of Negotiation Skills in professional settings.
- The Psychological Aspects of Negotiation.
- Common Myths and Misconceptions about Negotiation.

Day 2: Negotiation Styles and Strategies

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

Day 3: Effective Communication in Negotiation

- The Art of Active Listening as one of the Essentials of Negotiation.
- Verbal and Non-verbal Communication Techniques.
- Framing and Reframing in Negotiations.

UK Training

PARTNER



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 for successful negotiations.
- 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.
- How to Negotiate a Raise and Compensation.
- 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

- 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 debriefing of negotiation exercises.
- Course review, Q&A, and certification.

Conclusion

Mastering negotiation skills is essential for anyone looking to excel in personal and professional settings. This course not only covers what are negotiation skills but also delves into how to improve negotiation abilities through practical training. As participants learn how to negotiate effectively, they will be equipped to handle various scenarios, from settlement negotiations to crisis negotiations. With the right training, including executive negotiation training, individuals can become successful negotiators who know how to win at negotiating.

A chessboard with several pawns in the foreground, including a large gold king and a silver pawn. The board is set on a checkered surface with a subtle grid pattern.

UK Training
PARTNER



Join us to enhance your negotiation skills and learn how to prepare for a negotiation effectively, leading to successful negotiated agreements that benefit all parties involved!

A graphic in the bottom right corner shows a portion of a chessboard with three pieces: a silver pawn, a silver knight, and a gold king. Behind the pieces are several concentric, semi-transparent circles that create a ripple effect.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com

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)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



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)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training
PARTNER

Blackbird Training Cities

Asia



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



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 Elevation

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

 Sales@blackbird-training.com

 www.blackbird-training.com



UK Training
PARTNER

The image shows a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The board is set against a background of concentric circles.