

Mastering Negotiation

Dubai (UAE)

7 - 18 June 2026

UK Training

PARTNER



Mastering Negotiation

Code: PS28 From: 7 - 18 June 2026 City: Dubai (UAE) Fees: 6600 Pound

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

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

- 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

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. In the background, there are concentric circles and the text 'UK Training PARTNER' in a bold, sans-serif font.

UK Training
PARTNER

- 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!

A graphic of a chessboard with several chess pieces. In the foreground, there is a gold king piece, a silver pawn, and a silver knight. In the background, there is a gold pawn. The text 'UK Training PARTNER' is overlaid on the right side of the chessboard.

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)



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



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

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

