

The Art of Negotiation training course

Düsseldorf (Germany)

1 - 5 June 2026

UK Training

PARTNER



The Art of Negotiation training course

Code: PS28 From: 1 - 5 June 2026 City: Düsseldorf (Germany) Fees: 4200 Pound

Introduction

Negotiation is a vital skill that shapes success in both personal and professional life. The ability to negotiate effectively allows individuals to resolve conflicts, secure valuable deals, and foster mutually beneficial relationships. The "Mastering the Art of Negotiation" course is specifically designed to provide participants with in-depth insights into advanced negotiation techniques, strategies, and the importance of negotiation skills in diverse settings. This comprehensive program combines theoretical frameworks with practical exercises, empowering participants to confidently navigate complex negotiations and achieve optimal outcomes.

Course Objectives

By the end of this negotiation skills training course, participants will be able to:

- Master Advanced Negotiation Techniques: Gain expertise in proven strategies for conducting effective negotiations.
- Understand the Importance of Negotiation Skills: Explore why negotiation mastery is critical for managers and professionals across industries.
- Apply Effective Negotiation Strategies: Develop robust negotiation preparation plans for achieving successful outcomes.
- Enhance Conflict Resolution Skills: Strengthen your ability to manage disputes constructively through conflict resolution training.
- Communicate Persuasively: Utilize communication, persuasion, and influence to gain the upper hand in negotiations.
- Plan and Prepare for Success: Learn the importance of planning, understanding BATNA Best Alternative to a Negotiated Agreement, and evaluating the interests of other parties.

Course Outlines

Day 1: Introduction to Negotiation

- What is Negotiation?: Understanding the art of negotiation skills and their role in personal and professional success.
- Importance of Negotiation Skills for Managers: Why these skills are essential for leaders and professionals.
- Stages of Negotiation: A breakdown of the negotiation process from preparation to closure.
- Psychological Barriers: Overcoming biases and misconceptions in negotiation.
- Case Studies: Real-world examples of common negotiation mistakes.

Day 2: Negotiation Styles and Strategies

- Negotiation Styles: Overview of competitive, collaborative, and other approaches.

UK Training

PARTNER



- When to Use Each Style: Analyzing the effectiveness of negotiation strategies in various situations.
- Building Trust and Innovation: Developing trust through innovative negotiation strategies.
- Hands-On Exercises: Practice identifying and applying appropriate styles in mock scenarios.

Day 3: Effective Communication

- Active Listening: How listening enhances negotiation outcomes.
- Non-Verbal Communication: The role of body language in negotiation success.
- Framing and Reframing: Shaping perspectives and reframing proposals to reach agreements.
- Practice Activities: Engaging in exercises to improve verbal and non-verbal communication skills.

Day 4: Persuasion and Influence

- Principles of Persuasion: Exploring techniques like reciprocity, scarcity, and social proof.
- Overcoming Resistance: Strategies for addressing objections and gaining agreement.
- Ethical Considerations: Balancing effective persuasion with professional ethics.
- Case Studies: Examples of successful persuasion in challenging negotiations.

Day 5: Preparation and Planning

- Setting Goals and Objectives: Crafting a detailed negotiation roadmap.
- Understanding BATNA: Learning the importance of the Best Alternative to a Negotiated Agreement in negotiation planning.
- Analyzing Interests: Techniques for evaluating the needs and goals of other parties.
- Group Exercises: Collaborative planning and practice sessions to simulate real-world negotiations.

Why Attend this Course: Wins & Losses!

- Enhance Professional Negotiation Skills: Build expertise in advanced techniques that deliver results.
- Conflict Resolution Mastery: Improve your ability to resolve disputes constructively.
- Strategic Planning: Gain tools for effective negotiation strategies and preparation.
- Leadership Growth: Strengthen your ability to lead negotiations confidently in professional settings.
- Competitive Edge: Equip yourself with advanced negotiation strategies to thrive in competitive environments.

Conclusion

The "Mastering the Art of Negotiation" course is an invaluable investment for professionals seeking to excel in negotiation, conflict resolution, and leadership. With a curriculum designed around effective negotiation strategies and preparation, this program prepares participants to tackle even the most complex negotiation scenarios. Whether you're a manager aiming to refine your professional negotiation skills or an individual striving for mastery in conflict resolution, this training provides the tools and techniques to achieve outstanding outcomes.

Enroll today to elevate your negotiation capabilities and unlock new opportunities for success in your personal and professional life!

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)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)
(Switzerland)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich



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)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



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
Ministry of Interior,
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

