

## Mastering Negotiation Skills in 5 Days

*Munich (Germany)*

*17 - 21 March 2025*

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The background features a chessboard with several pieces, including a king and pawns, set against a background of concentric circles. The king piece is the most prominent, positioned in the lower right foreground. To its left are two pawns, one in the foreground and one in the background. The chessboard is a light gray and white checkerboard pattern. The background consists of a series of concentric, light gray circles that create a sense of depth and focus on the king piece.

## Mastering Negotiation Skills in 5 Days

Code: PS28 From: 17 - 21 March 2025 City: Munich (Germany) Fees: 4400 Pound

### Introduction

Negotiation skills are essential in both personal and professional life. Whether negotiating a better contract, resolving conflicts, or making critical decisions, effective negotiation leads to favorable outcomes for all parties involved. This course is designed to provide participants with a comprehensive understanding of essential negotiation principles, styles, and advanced strategies.

### Course Objectives

- Introduce participants to fundamental negotiation concepts and highlight their importance in professional contexts.
- Understand different types of negotiation and know when to apply each strategy effectively.
- Equip participants with practical negotiation skills, including communication and persuasion techniques.
- Teach preparation strategies for effective negotiation, including how to evaluate positions and alternatives.
- Prepare participants to tackle complex negotiation challenges with confidence.

### Course Outlines

#### Day 1: Introduction to Negotiation

- Role and Importance of Negotiation: Understanding the impact of negotiation in professional environments.
- Psychological Aspects: Exploring how psychology influences decision-making in negotiations.
- Myths and Misconceptions: Correcting common myths about contract negotiation and other forms of negotiation.

#### Day 2: Negotiation Styles and Strategies

- Types of Negotiation: Competitive, collaborative, and other strategies, including integrative negotiation.
- Choosing the Right Strategy: Adapting negotiation styles to different situations.
- Building Trust: Establishing a foundation of trust during negotiations.

#### Day 3: Effective Communication and Persuasion

- Effective Communication: Mastering active listening and verbal/non-verbal techniques.
- Principles of Persuasion: Key principles such as reciprocity and scarcity.
- Overcoming Resistance: Techniques to address and overcome objections.

#### Day 4: Negotiation Preparation and Process

A graphic of a chessboard with several chess pieces (pawns and a king) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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- Effective Preparation: Setting clear objectives and assessing alternatives.
- The Negotiation Process: Managing opening statements, give-and-take dynamics, and staying focused.
- Managing Challenges: Techniques for overcoming deadlocks and handling crises.

### Day 5: Practical Application and Review

- Real-World Negotiation Exercises: Participants engage in practical negotiation scenarios.
- Debrief and Analysis: Reviewing exercises to extract key lessons and insights.
- Course Review and Q&A: Addressing final questions and distributing course certifications.

### Conclusion

Mastering negotiation skills is crucial for anyone looking to excel in personal and professional settings. Join us in this course to enhance your negotiation techniques and learn practical methods that help in crafting beneficial agreements for all parties involved

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it, set against a background of concentric circles.

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