BLACKBIRD FOR TRAINING

Mastering Negotiation Skills in 1 Week

19 – 23 April 2027
Milan (Italy)

UK Traininig
PARTNER



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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 negotiation course is designed to provide participants with a comprehensive understanding of essential negotiation principles, types of negotiation, and advanced strategies that can be applied in various contexts.

Course Objectives

By the end of this course, participants will:

- Be introduced to fundamental negotiation concepts and understand their importance in professional contexts.
- Understand the meaning of negotiation and know when to apply each negotiation strategy effectively.
- Gain practical negotiation skills, including communication and persuasion techniques.
- Learn preparation strategies for effective negotiation, including how to evaluate positions and alternatives.
- Be prepared to tackle complex negotiation challenges with confidence and competence.

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 the negotiation process.



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

- 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 crisis negotiation scenarios.

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 negotiation certificates.

Why Attend this Course: Wins & Losses!

- Master advanced negotiation techniques to enhance your abilities in professional environments.
- Learn how to apply principled negotiation methods to achieve fair and balanced outcomes.
- Gain skills to handle crisis negotiation effectively, preparing you for high-pressure situations.
- Strengthen your expertise in contract negotiation to secure better terms and agreements.
- Understand how identity is a negotiation, and learn to manage professional relationships effectively.
- Benefit from practical negotiation tips to improve your outcomes.
- Prepare to earn a recognized negotiation certificate to advance your professional career.
- Develop skills in collective negotiation and conflict resolution for team and organizational settings.

Conclusion

Mastering negotiation skills is crucial for anyone looking to excel in personal and professional settings. Join us in this negotiation training to enhance your negotiation techniques and learn practical methods that help in crafting beneficial agreements for all parties involved. This course provides the tools needed to navigate complex negotiations and gives you the confidence to succeed in any scenario.

Enroll now to become an expert negotiator and achieve success in all areas of your life!

