Negotiation and Persuasion Techniques Training Course

30 November – 4 December 2026
Vienna (Austria)



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Ref: 3254826_179201 **Date:** 30 November – 4 December 2026 **Location:** Vienna (Austria) **Fees:** 5200 GBP

Introduction

In the highly competitive world of business, mastering Negotiation and Persuasion Techniques is crucial for achieving favorable outcomes and building strong professional relationships. This negotiation course is designed to equip participants with the skills needed to effectively negotiate, influence decisions, and persuade others. Through practical exercises, role-playing, and real-world scenarios, participants will learn how to prepare for negotiations, understand the interests of all parties, and apply persuasive communication techniques that lead to successful agreements.

Course Objectives

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

- Understand the key principles and strategies of effective negotiation negotiation strategies.
- Identify different negotiation styles and their impact on outcomes negotiation styles.
- Apply persuasive communication techniques to influence decisions persuasive techniques.
- Manage conflict and handle objections effectively during negotiations conflict management.
- Build strong relationships through win-win negotiation strategies principled negotiation.

Course Outlines

Day 1: Introduction to Negotiation and Persuasion

- Definition and meaning of negotiation in business negotiation meaning, what is negotiation.
- Key concepts: BATNA Best Alternative to a Negotiated Agreement, ZOPA Zone of Possible Agreement, and Reservation Price.
- Types of negotiation: Distributive vs. Integrative negotiable meaning.
- Understanding the negotiation process: Preparation, Discussion, Bargaining, Closing, and Implementation negotiate definition.
- Self-assessment: Identifying your negotiation style.

Day 2: Preparation and Strategy Development

- Setting clear objectives and goals for negotiation how to negotiate.
- Conducting stakeholder analysis and understanding interests.
- Crafting negotiation strategies: Competitive vs. Collaborative.
- Building a negotiation plan and identifying key arguments.
- Practical exercises: Role-playing different negotiation scenarios.



Day 3: Persuasive Communication Techniques

- The psychology of persuasion: Ethos, Pathos, and Logos what are persuasive techniques, types of persuasive techniques.
- Mastering verbal and non-verbal communication skills.
- Techniques to influence decisions and sway opinions.
- Active listening and effective questioning techniques.
- Handling resistance and overcoming objections with confidence.

Day 4: Conflict Management and Resolution

- Identifying sources of conflict in negotiations non-negotiable meaning.
- Techniques for managing conflict effectively.
- Turning conflicts into opportunities for collaboration.
- Navigating through deadlocks and resolving stalemates.
- Mediation and third-party intervention strategies crisis negotiators.

Day 5: Closing the Deal and Building Long-term Relationships

- Recognizing the right moment to close the negotiation.
- Techniques for finalizing agreements and ensuring commitment.
- Follow-up strategies for maintaining strong business relationships.
- Post-negotiation analysis: Learning from successes and mistakes.
- Group exercises and real-world case studies.

Why Attend this Course: Wins & Losses!

- Master the art of negotiation to secure better business deals negotiation skills training.
- Enhance persuasive communication skills for influencing outcomes advertisement persuasive techniques.
- Resolve conflicts effectively and maintain strong professional relationships.
- Develop confidence in handling complex negotiation scenarios.

Conclusion

Negotiation and Persuasion Techniques are powerful skills that every business professional should master. This negotiation skills training empowers participants with the knowledge and tools needed to negotiate confidently, influence decisions effectively, and build lasting business relationships.

Through real-world scenarios and practical applications, participants will leave with the confidence and expertise to drive successful negotiations and maximize value for their organizations.

