

Negotiation and Persuasion Techniques Training Course

Accra (Ghana)

25 - 29 August 2025

UK Training

PARTNER



Negotiation and Persuasion Techniques Training Course

Code: PS28 From: 25 - 29 August 2025 City: Accra (Ghana) Fees: 3300 Pound

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

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

UK Training
PARTNER

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.

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)
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

 <p>MANNAI CORPORATION MANNAI Trading Company WLL, Qatar</p>	 <p>GAC UNE FILIALE D'EGA Alumina Corporation Guinea</p>	 <p>Booking.com Booking.com Netherlands</p>	 <p>OXFAM Oxfam GB International Organization, Yemen</p>	 <p>Capital Markets Authority Kuwait</p>
 <p>WS Waltersmith Petroman Oil Limited Nigeria</p>	 <p>QNB Qatar National Bank (QNB), Qatar</p>	 <p>Qatar Foundation Qatar</p>	 <p>AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania</p>	 <p>KFAS Kuwait Foundation for the Advancement of Sciences KFAS Kuwait</p>
 <p>Reserve Bank of Malawi Malawi</p>	 <p>Central Bank of Nigeria Nigeria</p>	 <p>Ministry of Interior Kingdom of Saudi Arabia Ministry of Interior, KSA</p>	 <p>Mabruk Oil Company Libya</p>	 <p>Saudi Electricity Company KSA</p>
 <p>BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia</p>	 <p>NATO Italy</p>	 <p>ENI ENI CORPORATE UNIVERSITY, Italy</p>	 <p>GULF BANK Gulf Bank Kuwait</p>	 <p>General Organization for Social Insurance KSA</p>
 <p>Defence Space Administration Nigeria</p>	 <p>National Industries Group (Holding) Kuwait</p>	 <p>Hamad Medical Corporation Qatar</p>	 <p>USAID Pakistan</p>	 <p>STC STC Solutions, KSA</p>
 <p>North Oil Company North Oil company,</p>	 <p>EKO Electricity</p>	 <p>OMAN BROADBAND Oman Broadband</p>	 <p>UNITED NATIONS UN.</p>	 <p>Authority for Electricity Regulation, Oman Authority for</p>

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

