BLACKBIRD FOR TRAINING

Effective Negotiation, Persuasion and Critical Thinking

25 – 29 January 2027
Lisbon (Portugal)



Effective Negotiation, Persuasion and Critical Thinking

Ref: 3255164_189827 **Date:** 25 – 29 January 2027 **Location:** Lisbon (Portugal) **Fees:** 5200 GBP

Introduction

In today's competitive and rapidly evolving business environment, mastering Effective Negotiation, Persuasion and Critical Thinking is essential for professionals across industries. Whether in government institutions, oil and gas, banking and financial services, telecommunications, or project management, these skills empower leaders and specialists to manage complexity, resolve conflicts, and influence outcomes effectively.

This program equips participants with a comprehensive toolkit to analyze situations critically, negotiate with confidence, and persuade stakeholders using evidence-based strategies. Through case studies, interactive exercises, and real-world applications, participants will gain both the knowledge and the practical skills to drive measurable impact within their organizations.

Course Objectives

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

- Understand the core principles of effective negotiation.
- Apply persuasion strategies in diverse professional contexts.
- Use critical thinking to analyze challenges and make informed decisions.
- Strengthen conflict management and resolution skills.
- Develop effective strategies to influence stakeholders and teams.
- Adapt to complex, multi-party negotiation scenarios.
- Assess outcomes and evaluate negotiation and persuasion techniques.

Course Outlines

Day 1: Foundations of Effective Negotiation

- Defining negotiation and its importance in organizational success.
- Different negotiation styles and their impact.
- Key traits of an effective negotiator.
- Common negotiation mistakes and how to avoid them.
- Case studies of negotiation in business and government.
- Practical exercise: Self-assessment of negotiation style.



Day 2: Persuasion and Influence Strategies

- Principles of evidence-based persuasion.
- Understanding stakeholder behavior and motivation.
- Building and presenting compelling arguments.
- The role of body language in persuasion.
- Psychological and behavioral influence techniques.
- Workshop: Applying persuasion to real scenarios.

Day 3: Critical Thinking in Action

- Defining critical thinking and its dimensions.
- Tools and frameworks for analyzing information.
- Assessing assumptions and evaluating arguments.
- Critical thinking as a foundation for decision-making.
- Applying analytical skills to workplace challenges.
- Group exercise: Problem-solving with critical thinking.

Day 4: Integrating Negotiation, Persuasion, and Critical Thinking

- Linking negotiation skills with critical thinking.
- Using critical thinking to strengthen persuasion.
- Advanced strategies for conflict resolution.
- Managing complex, multi-stakeholder negotiations.
- Case studies: Successful integration of all three skills.
- Simulation activity: Complex negotiation scenario.

Day 5: Application and Evaluation

- Designing effective negotiation strategies supported by analysis.
- Reviewing persuasion techniques in workplace contexts.
- Evaluating past negotiation outcomes and lessons learned.
- Building a Personal Action Plan for Skill Development.
- Final projects: Presenting negotiation and persuasion strategies.
- Course evaluation and feedback.



Why Attend this Course: Wins & Losses!

- Gain practical expertise in Effective Negotiation, Persuasion, and Critical Thinking.
- Improve decision-making by applying structured analytical approaches.
- Strengthen conflict resolution skills for complex environments.
- Learn advanced persuasion techniques to influence outcomes.
- Increase confidence in managing high-stakes situations.
- Apply critical thinking tools to everyday professional challenges.
- Engage in case studies and simulations for hands-on practice.
- Develop a personal roadmap for continuous professional growth.

Conclusion

The Effective Negotiation, Persuasion, and Critical Thinking program provides a balanced combination of theory, practice, and application. It empowers participants to negotiate confidently, persuade effectively, and apply critical thinking to resolve challenges and make sound decisions. By integrating these three essential skills, professionals will be better prepared to influence stakeholders, achieve organizational goals, and navigate the complexities of today's business landscape.

