Training Course on Advanced Negotiation Skills

Professional Development Training Course Outline

Category	Business	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's dynamic and competitive business landscape, the ability to navigate complex discussions and achieve mutually beneficial agreements is paramount. This **Advanced Negotiation Skills** training program is meticulously designed to equip participants with the sophisticated strategies and tactical acumen necessary to excel in high-stakes negotiations. Mastering the art of effective negotiation is not merely about securing favorable terms; it's about building strong, lasting relationships and fostering collaborative environments that drive sustainable success. This intensive course delves into the psychological underpinnings of negotiation, advanced communication techniques, and strategic frameworks for achieving optimal outcomes in diverse scenarios. By focusing on **strategic influence**, **conflict resolution**, and **value creation**, participants will gain a significant competitive advantage, enhancing their ability to lead, collaborate, and ultimately drive organizational growth through skillful **deal-making** and **partnership development**.

This comprehensive program goes beyond basic negotiation principles, offering practical tools and techniques applicable across various industries and contexts. Participants will learn to analyze negotiation dynamics, develop robust negotiation plans, and adapt their strategies in real-time. Through interactive exercises, case studies, and expert guidance, they will hone their ability to identify hidden interests, manage difficult counterparts, and overcome impasses. The emphasis on **principled negotiation**, **integrative bargaining**, and understanding **cultural nuances** ensures that graduates of this course are well-prepared to navigate the complexities of international and cross-functional negotiations. Investing in advanced negotiation skills is an investment in organizational effectiveness, fostering a culture of collaboration and achieving superior results in all business interactions.

Programme Curriculum

Training Course on Advanced Negotiation Skills

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Course Duration

5 days

Course Objectives

Upon completion of this Advanced Negotiation Skills training course, participants will be able to:

1. Master **advanced negotiation strategies** for complex scenarios.
2. Apply **psychological principles** to influence negotiation outcomes.
3. Develop and execute comprehensive **negotiation planning** frameworks.
4. Utilize **active listening techniques** to uncover key information and interests.
5. Employ **strategic questioning** to guide the negotiation process effectively.
6. Navigate and resolve **high-stakes conflicts** with confidence.
7. Identify and create **value-added opportunities** in negotiations.
8. Effectively manage **difficult negotiators** and challenging tactics.
9. Understand and adapt to **cross-cultural negotiation** dynamics.
10. Leverage **negotiation power** and build strategic alliances.
11. Achieve **win-win outcomes** through collaborative problem-solving.
12. Implement effective **concession strategies** while protecting key interests.
13. Evaluate and improve their **personal negotiation style** and effectiveness.

Organizational Benefits

Organizations that invest in this Advanced Negotiation Skills training can expect to realize several key benefits:

- **Improved profitability:** Enhanced negotiation skills lead to more favorable deals and better resource management.

- **Stronger client and partner relationships:** Collaborative negotiation fosters trust and long-term partnerships.
- **Reduced conflict and enhanced collaboration:** Skilled negotiators can de-escalate tensions and build consensus.
- **Increased efficiency in deal-making:** Well-prepared negotiators can streamline the negotiation process and close deals faster.
- **Enhanced employee confidence and leadership skills:** Negotiation proficiency empowers individuals and strengthens leadership capabilities.
- **Better risk management:** Understanding negotiation dynamics helps mitigate potential risks and secure favorable terms.
- **A culture of strategic thinking:** The course encourages a more strategic and analytical approach to all business interactions.
- **Competitive advantage:** Organizations with strong negotiation capabilities are better positioned to succeed in the marketplace.

Target Participants

This advanced training course is ideal for individuals in roles such as:

1. Senior Managers and Executives
2. Sales and Business Development Professionals
3. Procurement and Supply Chain Managers
4. Project Managers
5. Legal Counsel
6. Human Resources Professionals
7. Consultants
8. Anyone involved in complex negotiations

Course Outline

Module 1: Advanced Negotiation Frameworks

- Understanding the spectrum of negotiation approaches: Distributive vs. Integrative.
- Applying game theory concepts to negotiation strategy.
- Developing a comprehensive negotiation planning template.
- Analyzing power dynamics and leverage in negotiation.
- Setting clear objectives and defining your Best Alternative to a Negotiated Agreement (BATNA).

Module 2: The Psychology of Persuasion and Influence

- Understanding cognitive biases and their impact on negotiation.
- Applying principles of persuasion: reciprocity, scarcity, authority, consistency, liking, consensus.
- Developing emotional intelligence for effective negotiation.
- Building rapport and trust with negotiating counterparts.
- Managing emotions and maintaining composure under pressure.

Module 3: Advanced Communication and Questioning Techniques

- Mastering active listening and empathetic communication.
- Employing strategic questioning to uncover hidden interests.
- Using powerful language and framing techniques to influence perceptions.

- Effectively delivering and receiving feedback in negotiation.
- Recognizing and responding to nonverbal cues.

Module 4: Strategies for Value Creation and Integrative Bargaining

- Identifying and exploring potential for mutual gain.
- Brainstorming and developing creative solutions.
- Employing logrolling and trade-off techniques.
- Building trust and sharing information strategically.
- Developing long-term, value-based agreements.

Module 5: Managing Conflict and Difficult Negotiators

- Identifying the sources and types of conflict in negotiation.
- Employing conflict resolution strategies: accommodation, avoidance, compromise, competition, collaboration.
- Dealing with aggressive, manipulative, and unreasonable negotiators.
- Managing impasses and finding pathways to agreement.
- Utilizing mediation and facilitation techniques.

Module 6: Cross-Cultural Negotiation and Global Considerations

- Understanding the impact of cultural differences on negotiation styles.
- Adapting communication and negotiation strategies for diverse cultures.
- Navigating language barriers and translation challenges.
- Understanding international business etiquette and customs.
- Building relationships and trust across cultural boundaries.

Module 7: Negotiation Power and Strategic Alliances

- Identifying and leveraging different sources of negotiation power.
- Building and strengthening your power position.
- Understanding the role of information and expertise in negotiation.
- Forming strategic alliances and coalitions to enhance negotiation leverage.
- Protecting your interests when negotiating with more powerful parties.

Module 8: Implementation, Review, and Continuous Improvement

- Documenting and implementing negotiated agreements effectively.
- Establishing metrics for evaluating negotiation success.
- Conducting post-negotiation reviews and identifying areas for improvement.
- Developing a personal action plan for continuous development of negotiation skills.
- Staying updated on the latest trends and best practices in negotiation.

Training Methodology

This highly interactive training program incorporates a variety of learning methodologies, including:

- **Interactive lectures and discussions:** Providing foundational knowledge and fostering engagement.
- **Case studies and real-world scenarios:** Applying learned concepts to practical situations.
- **Role-playing exercises:** Practicing negotiation skills in a safe and supportive environment.
- **Group activities and simulations:** Encouraging collaboration and strategic thinking.

- **Video analysis and feedback:** Providing personalized insights and areas for improvement.
- **Individual coaching and feedback:** Offering tailored guidance and support.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

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