



UAE | Germany | Qatar | Ghana

NEGOTIATION SKILLS

**Influence with Integrity. Find Common Ground.
Create Win-Win Outcomes.**



Negotiation Skills



INegotiation is not about winning or losing—it’s about creating mutual value through dialogue, strategy, and understanding. Whether closing a sale, managing a contract, or resolving a conflict, strong negotiation skills are essential for success in business and beyond.

This Negotiation Skills training empowers participants to approach negotiation with confidence, clarity, and empathy. Through role plays, frameworks, and real-world scenarios, participants will learn how to prepare strategically, communicate persuasively, and build agreements that serve all parties involved.

Objectives / Learning Outcomes:



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

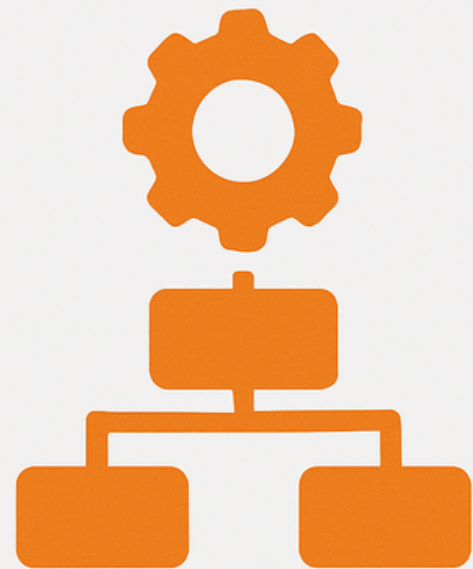
- Understand the principles of effective negotiation
- Prepare for negotiations with clear goals, options, and strategies
- Identify interests versus positions to uncover shared value
- Use communication tools to build trust and manage tension
- Handle objections, pushback, and difficult behaviors constructively
- Apply win-win strategies to achieve long-term agreements
- Strengthen confidence and flexibility in high-stakes conversations

Course Outline / Key Topics:



- The Art and Psychology of Negotiation
- Types of Negotiation: Distributive vs. Integrative
- Planning and Preparation: BATNA, Interests, and Objectives
- The Negotiation Process: Opening, Exploring, Bargaining, Closing
- Verbal and Non-Verbal Communication in Negotiation
- Influencing Styles and Persuasive Techniques
- Handling Difficult People and Emotional Dynamics
- Navigating Deadlocks and Turning Conflict into Progress
- Cross-Cultural Considerations in Global Negotiations

Methodology



- Role plays and negotiation simulations
- Interactive discussions and case studies
- Self-assessment tools and preparation frameworks
- Group coaching and feedback
- NLP and emotional intelligence tools for influence and composure
- Real-life scenario application and strategy development

Who should attend



- Sales and business development professionals
- Leaders, managers, and team leads
- Procurement and vendor management teams
- Customer service and client relationship professionals
- Anyone involved in negotiation, influence, or conflict resolution

Duration Options



- 1-Day Negotiation Fundamentals
- 2-Day Advanced Practice Workshop
- Series for Strategic Negotiation Development

Some of our Clients





Let's Build Together



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