

GLOBAL EXPERTS INSTITUTE FOR TRAINING.  
ISO 9001-2008 TRAINING PROVISION CERTIFIED

## **Advanced Negotiation Skills**

### **Schedule Dates:**

Start Date	End Date	Place
23- Jun-2025	27 –Jun -2025	UK-London Double Tree by Hilton London Kensington

### **Program Introduction:**

In today's complex and fast-paced business environment, advanced negotiation skills are essential for achieving optimal outcomes. This course is designed to equip professionals with sophisticated techniques and strategies to navigate high-stakes negotiations effectively. Participants will learn to handle challenging scenarios, build lasting relationships, and drive value in every negotiation.

### **Program Objectives:**

- ✓ Understand the psychology and dynamics of advanced negotiations.
- ✓ Apply strategic frameworks to complex negotiation scenarios.
- ✓ Enhance communication and persuasion skills for better outcomes.
- ✓ Manage and resolve conflicts constructively.
- ✓ Develop tailored negotiation strategies for various contexts.

### **Who should attend?**

- Senior executives and managers
- Sales and procurement professionals
- Legal and contract negotiators
- Project managers and team leaders
- Anyone involved in high-level negotiations

## Program Outlines

### *Day One*

- Fundamentals of Advanced Negotiation
- Understanding Negotiation Styles and Tactics
- Strategic Planning for Negotiations
- Psychological Principles in Negotiation
- Effective Communication and Active Listening

### *Day Two*

- Building Rapport and Trust with Counterparts
- Identifying Interests vs. Positions
- BATNA (Best Alternative to a Negotiated Agreement) Analysis
- Managing Emotions and Staying Composed
- Cultural Considerations in Global Negotiations

### *Day Three*

- Negotiating in Teams and Multi-Party Settings
- Handling Difficult Conversations and Deadlocks
- Leveraging Power and Influence Ethically
- Conflict Resolution Techniques
- Negotiation in Virtual and Remote Environments

### Day Four

- Use of Data and Analytics in Negotiation Preparation
- Legal and Ethical Considerations in Negotiations
- Negotiation Simulations and Role-Playing Exercises
- Feedback and Continuous Improvement in Negotiation Skills
- Case Studies of Successful Negotiations

### Day Five




- Negotiation Metrics and Performance Evaluation
- Integrating Negotiation Skills into Organizational Strategy
- Developing a Personal Negotiation Style
- Advanced Persuasion and Influence Techniques
- Final Capstone Project: Real-World Negotiation Scenario

### Training Methodology:

- Slide presentations
- Interactive discussion
- Simulations and Gamification
- Online Video material

## **Cost Quotation in Kuwaiti Dinars**

### **The total cost includes:**

-  Instructor(s) expenses
-  Training materials
-  Certification

**Total Cost: 1800 KD per Participant**  
( One Thousand Eight Hundred Kuwaiti Dinar )