

Advanced Negotiation Skills

Professional Skills
Geneva (Switzerland)
27 - 31 Jan 2025

UK Training

PARTNER



Advanced Negotiation Skills

Ref: 321599_129398 **Date:** 27 - 31 Jan 2025 **Location:** Geneva (Switzerland) **Fees:** 4700 Euro

Introduction

We all operate in an increasingly complex commercial and professional environment that requires us to negotiate on a daily basis not only with customers, clients, suppliers and contractor, but also with managers, fellow employees and colleagues within our own organisation.

This Advanced Negotiation Skills training course is designed to explain the negotiation process in detail and demonstrate how to use it effectively, giving delegates the negotiation skills and strategies they need to succeed in today's challenging commercial environment.

Course Objectives of Advanced Negotiation Skills

- Have a deep understanding of the key analysis of the negotiation process and how to influence others to get more of what you need and want
- Have developed a range of highly effective negotiating skills and strategies that can be used in a range of situation
- Be able to effectively analyse, plan and prepare for every negotiation
- Understand the benefits of controlling and reading body language when influencing others
- Have become a more effective and confident negotiator
- Have enhanced an essential operational, management and leadership skill that will increase your performance on a daily basis

Advanced Negotiation Skills Course Outlines

DAY 1

Introduction to Negotiation - The Starting Point for Improvement

- Thinking Outside-the-Box
- Positivity & Negativity and Its Affect on Negotiation
- Applying a Positive Attitude to the Negotiation Process
- Proposal Format - simple, focused & logical
- Placing Yourself Above the Competition with Your Proposal
- The Psychology of Negotiation - Knowing your Opponents Driving Force
- The Feel-Good Factor
- Questioning & Listening Techniques

UK Training

PARTNER



DAY 2

Understanding Behavioural Style to Negotiate Better

- Knowing and Understanding your own Behavioural Style - Keys to how you negotiate
- Negotiation Style Assessment
- Approaches to Negotiation
- The 'Win-Win' and Why it is misunderstood
- The Two Distinct Approaches to Negotiation
- Communication Style and the Negotiation Process
- Adapting to Different Communication Styles
- Negotiation and Ethics

DAY 3

Developing a Strategic Approach to Negotiation

- A Strategic Approach to Negotiation - Distributive negotiation strategies
- BATNA, Zone of Possible Agreement
- Openings, Anchors, Offers and Counter Offers
- A Strategic Approach to Negotiation - Integrative Negotiation Strategies
- Sharing Information, Diagnostic Questions & Unbundling Issues
- Package Deals, Multiple Offers and Post-settlement Settlements
- Knowing and Maintaining your Sources of Negotiation Power
- Sales Negotiation Behaviour - A Practical Approach

DAY 4

Interests, Planning and Understanding Body Language

- Wants and Needs - The importance of identifying needs
- Emotional Intelligence and its Role in Negotiation
- The Importance of Body Language and Non-verbal Behaviour
- What is Body Language and how do we accurately read it?
- Understanding Thoughts from Body Language
- How to use your own Body Language to negotiate more effectively?
- Resolving Disputes - learning to mediate to create better deals
- Techniques of the Mediator - practical mediation skills to help resolve disputes

DAY 5

Negotiating with Different Nationalities and Cultures

- Face to Face Negotiation - dealing with different cultures
- British & American
- Japanese & Chinese
- French & German
- Advice for Cross Cultural Negotiators

UK Training

PARTNER



- International Team Negotiation Exercise
- Putting Negotiation Techniques into Practice - putting a deal together
- Summary Session and Questions

UK Training
PARTNER



Blackbird training cities

Accra1 (Ghana)

Amman (Jordan)

Amsterdam (Netherlands)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston,Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Traininig
PARTNER



Blackbird Training Category



Human Resources



Audit & Quality Assurance



Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



UK Training
PARTNER



BLACKBIRD
FOR TRAINING

LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335