

# Mastering Effective Negotiation Skills: A 5-Day Intensive

Supply Chain & Logistics  
Accra (Ghana)  
13 - 17 Oct 2025

UK Training

# PARTNER

A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features a series of concentric, light gray circles that create a sense of depth and focus on the pieces.

## Mastering Effective Negotiation Skills: A 5-Day Intensive

**Ref:** 321540\_130005 **Date:** 13 - 17 Oct 2025 **Location:** Accra (Ghana) **Fees:** 3300 **Euro**

### Course Description

This intensive 5-day course is designed to equip professionals with advanced negotiation skills essential for success in today's competitive business environment. Participants will learn proven strategies, tactics, and techniques to navigate complex negotiations, create value, and achieve mutually beneficial outcomes. Through a combination of theoretical frameworks and practical exercises, attendees will develop the confidence and competence to handle a wide range of negotiation scenarios.

### Learning Objectives

- Master the fundamental principles and advanced techniques of effective negotiation
- Develop strategies to create and claim value in various negotiation contexts
- Enhance communication and active listening skills to build rapport and trust
- Learn to analyze and leverage power dynamics in negotiations
- Acquire tools to manage emotions and resolve conflicts during negotiations
- Gain proficiency in cross-cultural and multi-party negotiations

### Course Modules

#### Day 1: Foundations of Effective Negotiation

- Introduction to negotiation theory and practice
- Understanding negotiation styles and their impact
- The importance of preparation and planning
- Analyzing interests, positions, and BATNAs

#### Day 2: Creating and Claiming Value

- Distributive vs. integrative negotiation approaches
- Techniques for expanding the pie
- Effective framing and reframing strategies
- Managing concessions and trade-offs

#### Day 3: Communication and Persuasion in Negotiation

- Active listening and questioning techniques
- Non-verbal communication and body language
- Persuasion and influence tactics

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The board has a checkered pattern. In the background, there are concentric circles emanating from the king piece.

UK Training  
**PARTNER**

- Building and maintaining rapport

#### **Day 4: Navigating Complex Negotiations**

- Multi-party and team negotiations
- Cross-cultural negotiation challenges
- Negotiating in high-stakes situations
- Overcoming deadlocks and impasses

#### **Day 5: Advanced Negotiation Strategies**

- Emotional intelligence in negotiation
- Ethical considerations and managing difficult behaviors
- Negotiation in the digital age
- Long-term relationship building through negotiation

#### **Practical Wins for Participants**

- Ability to consistently achieve win-win outcomes in various negotiation scenarios
- Enhanced communication skills leading to improved professional relationships
- Increased confidence in handling complex and high-stakes negotiations
- A personalized toolkit of negotiation strategies adaptable to diverse business contexts

## Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

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 Training  
**PARTNER**



## Blackbird Training Category



Human Resource



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



MANNAI Trading  
Company WLL,  
Qatar



Alumina Corporation  
Guinea



Booking.com  
Netherlands



Oxfam GB International  
Organization,  
Yemen



Capital Markets  
Authority,  
Kuwait



Waltersmith Petroman Oil Limited  
Nigeria



Qatar National Bank  
(QNB),  
Qatar



Qatar Foundation,  
Qatar



AFRICAN UNION ADVISORY  
BOARD ON CORRUPTION,  
Tanzania



KFAS  
Kuwait



Reserve Bank of  
Malawi,  
Malawi



Central Bank of Nigeria  
Nigeria



Ministry of Interior  
Kingdom of Saudi Arabia  
KSA



Mabruk Oil Company  
Libya



Saudi Electricity  
Company,  
KSA



BADAN PENGELOLA  
KEUANGAN Haji,  
Indonesia



NATO  
Italy



ENI CORPORATE  
UNIVERSITY,  
Italy



Gulf Bank  
Kuwait



المؤسسة العامة للتأمينات الاجتماعية  
General Organization for Social Insurance  
KSA



Defence Space Administration  
Nigeria



National Industries  
Group (Holding),  
Kuwait



Hamad Medical  
Corporation,  
Qatar



USAID  
Pakistan



STC Solutions,  
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS  
UN.



هيئة تنظيم الكهرباء - عمان  
Authority for

UK Training  
**PARTNER**



**LONDON TRAINING PROVIDER**



[www.blackbird-training.com](http://www.blackbird-training.com)



[training@blackbird-training.com](mailto:training@blackbird-training.com)



+44 7480 775526 / +44 7401 177335