

Mastering Effective Negotiation Skills: A 5-Day Intensive

Supply Chain & Logistics
Rome (Italy)
15 - 19 Sep 2025

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Mastering Effective Negotiation Skills: A 5-Day Intensive

Ref: 321540_133451 **Date:** 15 - 19 Sep 2025 **Location:** Rome (Italy) **Fees:** 4200 **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 (king, queen, rook, bishop, knight, and pawns) in gold and silver. The pieces are arranged on a checkered board, with the king and queen prominently displayed in the foreground.

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- 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

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