

Mastering Negotiation: Strategies for Successful Outcomes

Professional Skills
Accra (Ghana)
14 - 18 Jul 2025

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Mastering Negotiation: Strategies for Successful Outcomes

Ref: 321850_148608 **Date:** 14 - 18 Jul 2025 **Location:** Accra (Ghana) **Fees:** 3300 **Euro**

Course Description

This intensive 5-day course equips participants with advanced negotiation skills essential for success in today's business world. Through a combination of theory, practical exercises, and real-world case studies, attendees will learn to navigate complex negotiation scenarios, develop effective strategies, and achieve mutually beneficial outcomes.

Learning Objectives

- Understand key negotiation principles and apply them to various business contexts
- Develop strategies to create value and achieve win-win outcomes
- Enhance communication skills to build rapport and manage conflicts
- Learn to analyze and adapt to different negotiation styles and cultural contexts
- Master techniques for handling difficult negotiations and overcoming impasses

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 goal-setting
- Analyzing the Zone of Possible Agreement ZOPA

Day 2: Creating and Claiming Value

- Distributive vs. integrative negotiation approaches
- Techniques for expanding the pie
- Managing trade-offs and concessions
- Effective use of anchoring and framing

Day 3: Communication and Persuasion in Negotiation

- Active listening and questioning techniques
- Building rapport and trust
- Persuasion strategies and tactics
- Managing emotions and difficult conversations

Day 4: Complex Negotiations and Cultural Considerations

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- Multi-party and multi-issue negotiations
- Negotiating across cultures
- Power dynamics and ethical considerations
- Dealing with deadlocks and impasses

Day 5: Advanced Strategies and Practical Application

- Negotiation in specific business contexts M&A, contracts, etc.
- Developing a personal negotiation style
- Long-term relationship building through negotiation
- Capstone negotiation simulation and debrief

Practical Wins for Participants

- Ability to confidently approach and structure complex negotiations
- Enhanced skills in creating value and achieving win-win outcomes
- Improved communication techniques for managing conflicts and building relationships
- Personalized negotiation strategy adaptable to various business scenarios

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

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