

# STRONG AND EFFECTIVE NEGOTIATIONS

Course Code: 831172

Master the Art of Negotiation - Unlock Success!

Step into the "Strong and Effective Negotiations" workshop and transform the way you approach every deal, discussion, and partnership. In just one day, you'll discover proven strategies to plan and conduct collaborative negotiations, understand and leverage different negotiation styles, and apply best practices that drive results. This dynamic, hands-on experience will empower you to communicate with confidence, handle objections with ease, and turn challenges into opportunities. Whether you're negotiating with clients, colleagues, or vendors, you'll leave with actionable skills and insights to achieve win-win outcomes and elevate your professional impact. Don't miss your chance to become a negotiation powerhouse!

## What You'll Learn

After completing this course, participants will be able to

- Plan for and conduct a collaborative negotiation
- Understand negotiation styles
- Understand and apply negotiation terms and best practices
- Enhance communication skills critical to a collaborative negotiation
- Recognize and handle objections or concerns during the negotiation process

## Who Needs to Attend

This session is ideal for professionals across all functions—including managers, project teams, procurement specialists, sales engineers, and anyone involved in negotiations or stakeholder communications. Whether you're leading teams, managing vendor relationships, or collaborating across departments, this training will help you sharpen your negotiation skills and drive more effective outcomes.

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CLASSROOM LIVE

\$795 USD

1 Day

## Classroom Live Outline

### **Module 1: Laying the Foundation and Negotiation Approaches and Terminology**

- What makes negotiating challenging
- Distinguish between positional and principled negotiating
- Understand common negotiating terms

### **Module 2: Preparing for a Negotiation**

- Understand how to effectively prepare for a negotiation
- What questions/information to consider so that both parties are well understood

### **Module 3: Actively Managing a Negotiation**

- Gain clarity of the general flow of a negotiation
- Understand how effective communications can enhance success
- Learn strategies on how to manage emotions that might emerge for both parties

### **Module 4: Negotiation Styles**

- Recognize different negotiating styles and understand when to use which one in different situations and environments

### **Module 5: Next Steps**

- Integration of different concepts and skills and application to real-life situations
- Discussion of key takeaways and areas to focus on for further improvement

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VIRTUAL CLASSROOM LIVE

\$795 USD

1 Day

## Virtual Classroom Live Outline

### **Module 1: Laying the Foundation and Negotiation Approaches and Terminology**

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Apr 22 - 22, 2026 | 9:00 AM - 5:00 PM EDT

May 28 - 28, 2026 | 9:00 AM - 5:00 PM EDT

Jul 16 - 16, 2026 | 9:00 AM - 5:00 PM EDT

Sep 17 - 17, 2026 | 9:00 AM - 5:00 PM EDT

Nov 20 - 20, 2026 | 9:00 AM - 5:00 PM EST

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