



Negotiation Skills, Influence, and Persuasion

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Negotiation Skills, Influence, and Persuasion

5 days training course

For detailed information on training course dates, please click the link:

[Negotiation Skills, Influence, and Persuasion.](#)



Course Overview

This course provides a comprehensive approach to mastering negotiation, focusing on understanding different negotiation styles, strategic approaches, and effective communication techniques. Participants will learn how to leverage influence, persuasion, and body language to negotiate successfully in various contexts, including cross-cultural negotiations.

Objectives:

- Develop effective negotiation strategies.
- Enhance your ability to influence and persuade in any negotiation scenario.
- Understand and adapt to various behavioral styles.
- Recognize the importance of non-verbal communication and body language.
- Negotiate effectively across different cultural contexts.

Who Should Attend?

This course is ideal for professionals in leadership, sales, procurement, project management, HR, and anyone looking to enhance their negotiation skills. It is particularly valuable for those involved in complex negotiations or working in multicultural environments.

Course Outline:

Unit 1: Introduction to Negotiation – The Starting Point for Improvement

- Thinking outside the box to create negotiation opportunities.
- The impact of positivity and negativity on outcomes.
- Adopting a constructive stance in negotiations.
- Structuring proposals to stand out.
- Understanding psychology and motivations in negotiation.
- Using questioning and listening techniques effectively.

Unit 2: Understanding Behavioral Style to Negotiate Better

- Identifying and leveraging your negotiation style.
- Assessment of different negotiation styles.
- Misconceptions of win-win scenarios.
- Cooperative vs. competitive negotiation approaches.
- Adapting communication styles for better outcomes.
- Ethical considerations in negotiation.

Unit 3: Developing a Strategic Approach to Negotiation

- Distributive and integrative negotiation strategies.
- Understanding BATNA (Best Alternative to a Negotiated Agreement).
- Dynamics of offers, counteroffers, and anchors.
- Leveraging negotiation power strategically.
- Using diagnostic questions and unbundling issues.
- Package deals, multiple offers, and post-settlement settlements.
- Sales negotiation behaviors.

Unit 4: Interests, Planning, and Understanding Body Language

- Identifying wants and needs in negotiation.
- Emotional intelligence in influencing negotiations.
- Importance of body language and non-verbal cues.
- Reading body language to understand thoughts.
- Using body language to negotiate effectively.
- Mediation techniques for dispute resolution.
- Practical mediation skills for better deals.

Unit 5: Negotiating with Different Nationalities and Cultures

- Face-to-face negotiations across cultures (e.g., British, American, Japanese, Chinese, French, German).
- Context-specific advice for negotiating with various nationalities.
- Cross-cultural negotiation exercises.
- Synthesizing negotiation techniques to craft effective deals.



DOCUMENTATION

The **MTC team** has meticulously prepared **high-quality training materials** for distribution to all delegates.

CERTIFICATES

An **accredited Certificate of Completion** will be awarded to participants who successfully attend and complete the program.

SCHEDULE

Course sessions are scheduled as follows:

- **Morning Session:** 09:00 AM – 1:00 PM
- **Afternoon Session:** 01:00 PM – 05:00 PM

REGISTRATION & PAYMENT

To register, please complete the **registration form** available on the course page and submit it with your **preferred payment method**. Alternatively, you can contact us via **email or WhatsApp** for assistance.

TRAVEL & TRANSPORT

We ensure a **seamless travel experience** by providing **airport-hotel-airport** transfers for all participants.