



Advanced Negotiation Skills

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Advanced Negotiation Skills

5 days training course

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

[Advanced Negotiation Skills.](#)

Course introduction

Negotiation is a critical skill in business and professional interactions, influencing decision-making, conflict resolution, and deal-making. This **Advanced Negotiation Skills** training provides participants with strategic frameworks, behavioral insights, and tactical techniques to enhance their negotiation effectiveness. By mastering key principles such as communication styles, persuasion techniques, and cultural intelligence, attendees will gain the confidence and expertise to negotiate successfully in diverse environments.

Course Objectives

By the end of this course, participants will be able to:

- Develop a structured approach to negotiation with effective planning and execution.
- Apply psychological and behavioral insights to influence negotiation outcomes.
- Strengthen communication, questioning, and listening techniques.
- Leverage negotiation power, persuasion tactics, and ethical considerations.
- Adapt negotiation strategies to different cultural and international contexts.

Who Should Attend?

This course is ideal for professionals who want to sharpen their negotiation skills to secure better deals, resolve conflicts, and enhance business relationships, including:

- Managers and executives.
- Team leaders and supervisors.
- Administrators handling contracts and agreements.
- Professionals involved in business deals, sales, procurement, or conflict resolution.

Course Outline:

Day 1: The Psychology of Negotiation

- Understanding negotiation dynamics and strategic thinking.
- Overcoming psychological biases in decision-making.
- The impact of positivity and negativity in negotiations.
- Structuring a persuasive proposal for maximum impact.
- Competitive positioning: standing out in negotiations.
- Questioning and listening techniques to influence outcomes.

Day 2: Behavioral Styles & Ethical Negotiation

- Identifying your personal negotiation style.
- Assessing different negotiation approaches: competitive vs. collaborative.
- Understanding the 'win-win' concept and its misconceptions.
- Communication strategies for adapting to different negotiation styles.
- The role of ethics in negotiation and decision-making.

Day 3: Strategic Negotiation Tactics

- Developing a strategic approach: distributive vs. integrative bargaining.
- Understanding BATNA (Best Alternative to a Negotiated Agreement) and ZOPA (Zone of Possible Agreement).
- Effective use of anchors, counteroffers, and concessions.
- Unbundling negotiation issues and structuring package deals.
- Practical applications of negotiation power and leverage.

Day 4: Emotional Intelligence & Non-Verbal Communication

- The role of emotional intelligence in negotiation success.
- Identifying underlying interests and needs in negotiation.
- Decoding body language and non-verbal cues.
- Using non-verbal communication to gain an advantage.
- Mediation techniques for resolving disputes effectively.

Day 5: Cross-Cultural Negotiation & Practical Application

- Understanding cultural differences in negotiation styles.
- Best practices for negotiating with international counterparts.
- Adapting to British, American, Japanese, Chinese, French, and German negotiation approaches.
- Group negotiation exercise: real-world simulation.
- Final review, key takeaways, and Q&A session.



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.