

Mastering Negotiation: Core Principles and Proven Techniques

2027 0000 6 - 2
Kuwait City (Kuwait)

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Day 3: Creating and Claiming Value

- Distributive vs. integrative negotiation approaches
- Techniques for expanding the negotiation pie
- Strategies for claiming value effectively
- Managing concessions, trade-offs, and win-win outcomes

Day 4: Handling Challenges and Conflicts

- Identifying and countering common negotiation tactics
- Overcoming impasses and deadlocks
- Managing difficult personalities and emotions
- Negotiating under pressure and time constraints

Day 5: Advanced Negotiation Skills

- Multi-party and team negotiations
- Cross-cultural negotiation strategies
- Ethical considerations in negotiation
- Developing a personal negotiation style and continuous improvement plan

Individual Impact

- Ability to confidently prepare and execute negotiations across professional and personal contexts.
- Enhanced communication skills for building rapport and managing relationships effectively.
- Improved capacity to create value and achieve win-win outcomes.
- Tools and strategies to overcome challenges and navigate complex negotiation scenarios.

Organizational Impact

- Stronger partnerships and stakeholder relationships through effective negotiation.
- Improved deal outcomes and business performance.
- Reduced conflicts and enhanced collaboration across teams and departments.
- Greater confidence and consistency in negotiation practices across the organization.

Training Methodology

- Interactive negotiation simulations and role-playing exercises.
- Case studies reflecting real-world negotiation challenges.
- Group discussions to share insights and best practices.
- Action planning for applying negotiation techniques immediately in the workplace.

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A graphic illustration 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. The board is checkered, and there are concentric circles in the background.

Beyond the Course

Participants will leave ready to:

- Approach negotiations strategically and with confidence.
- Communicate persuasively while building trust and rapport.
- Apply proven techniques to create and claim value.
- Navigate complex and high-stakes negotiation scenarios successfully.

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) on it, set against a background of concentric circles.

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