

## Negotiations Skills

**Training Course: Negotiation Skills**

**Course Language: English**

**Course Duration: Total Number of hours: 18**

**Course Objectives:** This course will equip participants with practical, strategic and communication-based negotiation skills for contemporary business and corporate environments. Participants will learn how to prepare, structure, lead and close negotiations involving commercial interests while preserving long time relationships.

**Course Key Topic Area Includes:**

**Course Content**

- Business negotiation process
- Communications for business negotiations
- Negotiation location, environment and logistics
- Cross cultural aspects of international business negotiations
- Building business negotiation team
- Politics of business negotiations
- Resolving objections and minimizing conflict during negotiations
- Managing power dynamics during business negotiations

**At the end of the program the trainees will be able to:**

**Learning Outcomes**

- Plan business negotiations strategically
- Analyze counterpart's negotiating behavior
- Communicate professionally and productively
- Manage politics and power dynamics of business negotiations
- Understand cultural dimensions of business negotiations
- Select suitable and appropriate venue and location for business negotiations

<b>Target Audience</b>	<ul style="list-style-type: none"> <li>-Managers and supervisors</li> <li>-Sales professionals</li> <li>-Business development teams</li> <li>-Contract managers</li> <li>-Purchasing teams</li> <li>-Entrepreneurs and business owners</li> <li>-Government officials</li> </ul>
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<p>Course Material /Technology used/ Details Relevant to the course.</p>	<p>Blended approach, with emphasis on 'experiential learning', will be utilized during the course to create a conducive and a vibrant knowledge sharing environment. Numerous individual and group activities will be used to activate and apply the course content. In particular, LEGO Serious Play, interactive discussions, team presentations and mini cases will form a major part of the course. No prior course preparation will be required. All materials to be used will be given at the beginning, and at the end, of the course.</p>
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Course Fees	<b>QAR 2500 per participant</b>
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