Special Courses · SC224

Advanced Negotiation Skills Training

Barcelona (Spain) · 28 Dec 2026 - 1 Jan 2027

Date	Venue	Duration
28 Dec 2026 - 1 Jan 2027	**Barcelona (Spain)**	**1 Week**
Fee	Ref	Language
£5,000 GBP	**SC224**	**English**

Introduction

Negotiation is a critical skill in both professional and personal contexts. This advanced training program is designed to elevate participants' negotiation skills to the next level, providing them with strategic insights, tactics, and techniques to navigate complex negotiations successfully.

Course Objectives of Advanced Negotiation Skills Training

Upon completing this program, participants will be able to:

- Develop a deep understanding of advanced negotiation concepts.
- Enhance strategic thinking and planning for negotiations.
- Learn to navigate complex, multi-party negotiations.
- Master techniques for handling difficult situations and emotions during negotiations.
- Strengthen communication and persuasion skills.
- Apply advanced negotiation strategies to real-world scenarios through interactive exercises.

Course Methodology of Advanced Negotiation Skills Training

This program will employ a combination of engaging learning methods, including:

- Lectures and Expert Insights: Leading industry experts will share their insights and best practices.
- Case Studies: Analyze real-world talent acquisition challenges and solutions.
- Group Discussions: Engage in meaningful discussions and share experiences with peers.
- Role-Playing and Simulations: Practice scenarios to enhance skills.

Organizational Impact of Advanced Negotiation Skills Training

This training program will have a positive impact on organizations by:

- Improved negotiation outcomes and agreements.
- Strengthened relationships with clients, partners, and stakeholders.
- Increased efficiency in resolving conflicts and reaching consensus.

- Enhanced organizational reputation as skilled negotiators.

Personal Impact of Advanced Negotiation Skills Training

Participants will experience personal growth and development, including:

- Advanced proficiency in negotiation tactics and strategies.
- Increased confidence in handling challenging negotiation scenarios.
- Improved ability to create and claim value in negotiations.
- Greater success in building long-term relationships through effective negotiation.

Who Should Attend

This training program is ideal for:

- Experienced negotiators looking to refine their skills.
- Business leaders and executives involved in high-stakes negotiations.
- Sales professionals negotiating complex deals.
- Anyone seeking to enhance their negotiation skills for personal and professional growth.

Course Outline

Day 1

Foundations of Advanced Negotiation

- Understanding Advanced Negotiation Concepts
- The Role of Power and Influence in Negotiation
- Psychological Aspects of Negotiation

Day 2

Strategic Planning for Negotiations

- Setting Objectives and Defining Strategies
- BATNA (Best Alternative to a Negotiated Agreement) Analysis
- Creating and Claiming Value in Negotiations

Day 3

Multi-Party Negotiations

- Strategies for Navigating Complex Negotiations
- Building and Managing Alliances in Negotiations
- Case Studies and Interactive Exercises

Day 4

Handling Difficult Situations and Emotions

- Dealing with Conflict and Difficult Personalities
- Emotional Intelligence in Negotiation
- Negotiation Ethics and Professionalism

Day 5

Communication and Persuasion in Negotiation

- Effective Communication Techniques in Negotiation
- Persuasion Strategies and Tactics
- Simulation Exercises and Real-world Application

Register or ask about this course online

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