




Training Seminars & Conferences

An Intensive 5-Day Training Seminar On

Advanced Negotiation Skills & Deal Making Strategies

23 - 27 Sep 2019, Brussels
20 - 24 Jul 2020, Chicago
21 - 25 Sep 2020, Brussels



 View Details

Advanced Negotiation Skills & Deal Making Strategies

INTRODUCTION

Negotiation happens all around us, almost all of the time. Most of us negotiate in one form or another from the time we get up in the morning until we go to sleep at night. Some of us even negotiate in our sleep. What makes highly successful negotiators different from everyone else is their ability to combine a deep understanding of the negotiation process with an ability to think, plan and act strategically when they negotiate across a broad range of contexts and situations. Not only will developing this ability allow you to negotiate better deals and agreements, it will also enable you to manage teams more efficiently, interact with colleagues, customers and clients more effectively, and resolve both internal and external conflict more powerfully.

So whether you are an experienced negotiator or new to the field, this training course will provide you with a deep understanding of the negotiation process and to develop new practical skills that will allow you to plan, manage and execute every negotiation in a highly effective way. This training course builds on the latest analytical, strategic and practical negotiation thinking and explores both highly competitive bargaining behaviours, as well as a collaborative problem solving strategic approach to negotiation, which when combined successfully are the defining characteristic of advanced negotiation and deal making skills.

Participants attending EuroMaTech's Advanced Negotiation Skills & Deal Making Strategies training course will develop the following competencies:

- Develop a deep understanding of negotiation leading to an enhanced ability to lead, control and influence outcomes
- Gain the ability to think and plan strategically leading to the negotiation of more effective deals and agreements
- Enhance their ability to identify, create and capture value in negotiations
- Improve confidence in their ability to perform at a high level in negotiations
- Build a valuable skill that will improve their management and leadership ability and ultimately enhance personal career prospects

WHO SHOULD ATTEND?

The Advanced Negotiation Skills & Deal Making Strategies training course is targeted at:

- Anyone who is ambitious and wishes to build or enhance negotiation skills
- Those who wish to enhance existing negotiation skills building on past experience
- Those who are new to negotiation and understand the considerable benefits of developing this valuable skill early in their career.

PROGRAMME OBJECTIVES

EuroMaTech's Advanced Negotiation Skills & Deal Making Strategies training course aims to enable the participants achieve the following:

- Gain insight into their own strengths and weaknesses as negotiators and to acquire personalised feedback to effect improvement
- Learn how to negotiate effective agreements that identify, create and capture value
- Develop a range of practical negotiation skills and strategies that can be used in a variety of situations
- Gain confidence through being able to plan, execute and deliver effective negotiation outcomes
- Learn how to identify and enhance leverage, and to communicate effectively in complex cross-cultural environments
- Develop an understanding of the underlying psychological drivers of negotiation behaviours and how to harness these to influence others



TRAINING METHODOLOGY

This Advanced Negotiation Skills & Deal Making Strategies training course is designed to be highly interactive, using a mix of case studies, role-play exercises, self-assessment questionnaires, videos, presentations and group discussions to develop the subject around participants' own experiences and needs. It presents an opportunity for delegates to practice the skills taught using a variety of hands-on negotiation exercises that stress participation and that reinforce and build on the comprehensive course materials.

PROGRAMME SUMMARY

EuroMaTech's Advanced Negotiation Skills & Deal Making Strategies training course provides both an insightful strategic analysis of the negotiation and deal building process, as well as teaching key highly effective practical negotiation strategies and techniques that can be applied in a range of situations. This training course is delivered by a highly experienced negotiation specialist, and is focused on significantly improving the negotiation skills of each participant and ultimately enhancing their capabilities as negotiators, managers and leaders.

IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on inhouse@euromatech.ae for further information and/or to receive a comprehensive proposal.

QUALITY CERTIFICATIONS & ACCREDITATIONS

EuroMaTech is proud to be associated with the following accreditation bodies:



The PMI® Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.

PROGRAM OUTLINE

DAY 01

The Anatomy of a Negotiation - Characteristics, Behaviours and Phases

- Characteristics of a negotiation situation
- Key principles of effective negotiation and deal making skills
- The core components of effective negotiation behaviour
- Hard bargaining and problem solving – *focusing your skill development*
- Managing the inherent tensions present in every negotiation
- The stages and phases of a negotiation

DAY 02

Building a Deal – Advanced Negotiation Strategies

- Strategies vs. tactics
- Effective approaches to hard bargaining
- Alternatives, walk-away point, bargaining range & objective setting
- Constructing Opening Offers, Winners Curse, and Norms of Fairness
- How to create value strategies and tactics of integrative negotiation
- Effective value generating deal making strategies
- Underlying interests, high value / low value trades, unbundle issues and multiple offers

DAY 03

Utilising Leverage and Dispute Resolution Skills to Build Better Deals

- Identifying and building leverage
- Enforcement mechanisms – *what is the purpose of a contractual agreement?*
- Formal dispute resolution process: *Negotiation, mediation, arbitration & litigation*
- Developing mediation skills to build better deals
- Negotiating with difficult people – *getting past 'No'.*
- The ethics of leverage – *appropriate negotiation behaviour*

DAY 04

Preparation and Communication – The Key to Successful Outcomes

- Getting ready to implement the strategy: *The planning process*
- Preparing and managing negotiation teams
- Communicating to maximise influence
- Indirect forms of communication – *body language*
- The power of listening skills in negotiation
- Understanding power and communication in a cross-cultural context
- Strategic considerations in cross-cultural negotiations

DAY 05

The Psychology of Negotiation – Harnessing the Science Of Influence

- Understanding the importance of influence
- Reciprocation, scarcity and authority
- Consistency, liking and social proof
- Bringing it all together – *negotiating better deals*
- Traits of the advanced negotiator
- What to take away from this course

Advanced Negotiation Skills & Deal Making Strategies

✓	Date	Venue	Fee(\$)
	23 - 27 Sep 2019	Brussels	US\$5,950
	20 - 24 Jul 2020	Chicago	US\$6,950
	21 - 25 Sep 2020	Brussels	US\$5,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).**

Your Details

Name (Mr/Ms):.....

Position:..... Organisation:.....

Address:.....

.....

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City / Country:

Telephone / Fax:

Mode Of Payment

Please find enclosed a cheque made payable to EuroMaTech

Please invoice me

Please invoice my company as follows:

Contact Name:

Company Name:

Address:.....



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Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

***VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

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