



Negotiation & Persuasion Skills

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Negotiation & Persuasion Skills

5 days training course

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

[Negotiation & Persuasion Skills.](#)



Course Overview

This course equips participants with essential negotiation and persuasion techniques to achieve successful outcomes in business and professional settings. It covers communication strategies, psychological principles, and conflict resolution skills to enhance influence and build long-term relationships.

Objectives:

- Understand key negotiation principles and tactics.
- Develop persuasive communication skills.
- Manage conflicts and objections effectively.
- Apply negotiation strategies in real-world scenarios.

Who Should Attend?

Business professionals, managers, sales executives, and anyone seeking to enhance their negotiation and persuasion abilities.

Course Outline:

Day 1: Foundations of Negotiation

- Principles of negotiation
- Types of negotiations
- Key skills for successful negotiation

Day 2: Persuasion Techniques

- Psychology of persuasion
- Effective communication strategies
- Overcoming objections

Day 3: Negotiation Strategies

- Win-win vs. competitive negotiation
- Managing power dynamics
- Handling difficult negotiators

Day 4: Conflict Resolution and Emotional Intelligence

- Managing emotions in negotiations
- Resolving conflicts diplomatically
- Building long-term relationships

Day 5: Practical Applications and Role-Playing

- Case studies and simulations
- Developing a negotiation action plan
- Review and feedback



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.