

Course Overview:

This advanced training program is tailored for experienced professionals engaged in high-stakes contract negotiations. It addresses the complexities of modern contracting environments, providing participants with cutting-edge strategies and tools to enhance their negotiation outcomes. Through a mix of theory and practice, it ensures that participants are well-prepared to manage challenging scenarios and secure favorable terms while upholding ethical and legal standards.

Course Objective:

- Master advanced strategies for high-value contract negotiations
- Strengthen persuasive communication and trust-building techniques
- Analyze and mitigate legal and contractual risks effectively
- Apply ethical principles in challenging negotiation contexts
- Utilize technology and data analytics to support negotiation decisions

Course Outline:

1. Advanced Negotiation Strategies
 - Strategic planning for negotiations
 - Complex negotiation tactics
 - Psychology of negotiating
2. Effective Communication in Negotiations
 - Persuasive communication skills
 - Overcoming communication barriers
 - Building rapport and trust
3. Dealing with Complex Negotiations
 - Handling high-stake negotiations
 - Negotiating in challenging situations
 - Cross-cultural negotiation dynamics
4. Legal and Ethical Considerations
 - Legal frameworks in contract negotiations
 - Ethical standards and compliance
 - Managing contractual risks
5. Risk Management in Contract Negotiations
 - Identifying and mitigating risks
 - Developing contingency plans
 - Balancing risk and reward
6. Negotiating Contract Terms and Conditions
 - Drafting effective contract clauses
 - Negotiating price and payment terms
 - Amendments and alterations in contracts
7. Technology and Tools in Negotiations
 - Leveraging technology in contract negotiations
 - Use of data analytics
 - Virtual negotiation techniques
8. Case Studies and Role-Playing Exercises
 - Real-world contract negotiation scenarios

Training Language:

EN

Training Methodology:

The course combines various teaching methods, including instructor-led presentations, group discussions, case study analyses, and assessments through quizzes and a final exam to engage participants and ensure they understand and retain the material.

Venue | Date | Fees

Riyadh | 13-07-2025 | 17,250 SAR

- Interactive negotiation simulations
- Lessons learned from case studies

Who Should Attend:

- Contract Managers
- Procurement Officers
- Legal Professionals in Contracting
- Senior Negotiators