

Course Overview:

Strategic contract negotiation is a critical competency in today's dynamic business environment. This intermediate-level course equips contract managers, legal professionals, and procurement specialists with the skills to navigate complex negotiations effectively. Emphasizing ethical practices and sustainable deal-making, the course guides participants through every stage of the negotiation process to ensure successful outcomes and long-term agreements.

Course Objective:

By the end of the course, participants will be able to:

- Apply key negotiation principles and styles tailored to contract settings.
- Conduct thorough preparation and analysis to support negotiation objectives.
- Utilize advanced tactics and communication strategies for persuasive negotiation.
- Address and resolve negotiation challenges while maintaining professionalism.
- Finalize contracts that meet both legal and business goals ethically.

Course Outline:

1. Fundamentals of Contract Negotiation
 - Negotiation principles
 - Types of negotiation styles
 - Stages of the negotiation process
2. Preparation for Negotiation
 - Research and analysis
 - Identifying negotiation objectives
 - Understanding the other party's interests
3. Negotiation Tactics and Techniques
 - Effective bargaining tactics
 - Psychological approaches to negotiation
 - Persuasion and influence methods
4. Ethical Considerations in Negotiation
 - Ethical standards and codes
 - Balancing power and fairness
 - Maintaining integrity
5. Communication Skills in Negotiation
 - Verbal and non-verbal strategies
 - Active listening and feedback
 - Building rapport
6. Overcoming Negotiation Challenges
 - Handling difficult counterparts
 - Conflict resolution techniques
 - Managing pressure situations
7. Closing and Finalizing Agreements
 - Achieving win-win outcomes
 - Drafting and reviewing contracts
 - Finalizing and signing
8. Emerging Trends in Contract Negotiation
 - Technology in negotiation

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 | 29-06-2025 | 17,250 SAR

- Global best practices
- Anticipating future challenges

Who Should Attend:

- Contract managers
- Legal professionals involved in contract negotiations
- Procurement and purchasing officers
- Business development and sales professionals