

## Course Overview:

Whether we are dealing with internal or external stakeholders, suppliers or friends and family, unconsciously we negotiate almost daily. The positive result of that negotiation conversation is dependent on our perception of negotiation and our approach to obtain our goal

## Course Objective:

- Understand the application of negotiation in all work place conversations such as inter-department, vendor, colleague, etc
- Strengthen your persuasion abilities when you need to influence without authority
- Equip you with negotiation techniques to strengthen your problem solving abilities
- Value deadlocks and differences at work as opportunities for dialogue and joint solutioning
- Realise your own personal negotiation style approach
- Understand the impact of personality and communication style
- Prepare for negotiation towards an open yet collaborative atmosphere
- Identify the different approaches of persuasion ( Cialdini's Influence principles )
- Mastering the techniques to design a negotiation dialogue
- Articulate common ground between two parties
- Conclude better agreements through a principled-approach

## Course Outline:

Personality profiling to understand your personality  
Negotiation profiling to understand your style  
Anticipating mixed signals when negotiating with different personalities  
Understanding non-verbal cues: tone, words and body language  
Reframing to the context and relationship status  
Value of principled-based versus position-based approach  
Reviewing the Harvard negotiation model  
Reasons for failed negotiations  
Turning a deadlock into a dialogue  
Understanding the fundamentals of WAP, ZoPA and GaCV  
Concessions creation and management  
Common tactics and counter measures

## Who Should Attend:

- Supervisors
- Executives
- Emerging Managers
- New Managers

## Training Language:

English-Arabic

## Training Methodology:

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Simulation

## Venue | Date | Fees

Khobar | 25-02-2024 | 10,350 SAR  
Riyadh | 14-07-2024 | 10,350 SAR  
Khobar | 18-08-2024 | 10,350 SAR  
Riyadh | 25-08-2024 | 10,350 SAR  
Riyadh | 29-12-2024 | 10,350 SAR  
Khobar | 29-12-2024 | 10,350 SAR