

NEGOTIATION SKILLS FOR PROJECT MANAGERS

“Mastering the Art of Negotiation to Achieve Project Success and Stakeholder Alignment”

Schedule

Date	Venue	Fees
11 – 12 Feb 2026	Doha, Qatar	USD 1995 per delegate

► Available delivery methods: Face-to-Face & Online Training

Introduction

Effective negotiation is a critical skill for project managers. Whether dealing with clients, stakeholders, vendors, or team members, the ability to negotiate effectively can be the difference between project success and failure. Negotiation is not just about closing deals; it’s about managing expectations, resolving conflicts, and aligning interests in a way that ensures everyone is working toward the same goal.

This 2-day training course will provide project managers with the essential skills and techniques to navigate complex negotiations. Participants will learn how to prepare for and conduct negotiations, handle difficult conversations, and use negotiation tactics to create win-win situations. The course will cover key negotiation theories, practical strategies, and real-world scenarios to ensure participants are equipped with the tools to lead successful negotiations throughout their projects.

Objectives

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

- Understand the principles and importance of negotiation in project management
- Develop effective negotiation strategies to manage project stakeholders
- Identify and analyze the interests of all parties in a negotiation
- Apply negotiation tactics to achieve desired outcomes and maintain positive relationships
- Overcome challenges and objections during negotiations
- Use communication skills to influence decisions and align stakeholders’ goals
-

Why Attend

- Learn practical negotiation techniques to handle project-related discussions effectively
- Enhance your ability to manage stakeholder relationships through negotiation
- Build the confidence to lead difficult conversations and resolve conflicts
- Understand how to apply negotiation strategies to achieve project goals and deadlines
- Gain insight into how to create win-win solutions that benefit both your team and stakeholders

Target Audience

This program is designed for:

- Project managers and team leaders responsible for managing project negotiations
- Senior executives and department heads involved in high-level negotiations and decision-making
- Contract managers, procurement specialists, and supply chain managers negotiating with vendors and suppliers
- Professionals in project management roles who want to strengthen their communication and negotiation skills
- Anyone seeking to improve their ability to negotiate effectively in business and project contexts

Individual Benefits

Key competencies that will be developed include:

- Mastery of negotiation techniques and strategies tailored to project management scenarios
- Enhanced communication and conflict-resolution skills
- The ability to create positive outcomes from challenging negotiations
- Confidence in handling high-stakes negotiations with clients, vendors, and stakeholders
- Improved ability to influence decisions and align team and stakeholder goals

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More successful negotiations and stronger stakeholder relationships
- Improved project outcomes through effective negotiation and alignment
- Better conflict resolution and reduced project delays or disruptions
- Increased ability to manage risks and ensure project success through effective decision-making
- Strengthened organizational reputation through fair, transparent, and strategic negotiation practices

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- **Strategy Briefings** – Key negotiation principles, strategies, and best practices
- **Case Studies** – Real-world examples of negotiation successes and challenges in project management
- **Role-Playing** – Participants practice negotiating in a variety of project-related scenarios
- **Peer Exchange** – Group discussions on negotiation challenges and strategies for overcoming them
- **Tools** – Negotiation frameworks, strategies, and communication tools to use in project management

Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

DAY 1 – Introduction to Negotiation Skills for Project Managers

- **Module 1: Understanding the Importance of Negotiation in Project Management** (07:30 – 09:30)
 - What is negotiation and why is it critical for project success?
 - The role of a project manager in negotiations with stakeholders, clients, and vendors
 - Types of negotiations in project management: formal, informal, and conflict-based negotiations
- **Module 2: The Fundamentals of Negotiation** (09:45 – 11:15)
 - Key negotiation principles: interests, positions, BATNA (Best Alternative to a Negotiated Agreement)
 - The negotiation process: preparation, discussion, proposal, and closure
 - Understanding the negotiation dynamics and power balance between parties
- **Module 3: Preparing for a Successful Negotiation** (11:30 – 01:00)
 - Setting clear objectives and knowing your desired outcomes
 - Researching and understanding the other party’s interests, needs, and constraints
 - Creating a negotiation strategy: framing, objectives, and negotiation tactics
- **Module 4: Workshop – Preparing for a Project Negotiation** (02:00 – 03:30)
 - Participants work in groups to prepare for a negotiation scenario related to project management
 - Group feedback and discussion on preparation techniques and strategies

DAY 2 – Advanced Negotiation Techniques and Handling Complex Situations

- **Module 5: Advanced Negotiation Tactics for Project Managers** (07:30 – 09:30)
 - Tactical approaches for achieving win-win outcomes: integrative vs. distributive negotiation
 - Managing difficult or challenging stakeholders and objections
 - Using persuasion, influence, and negotiation levers effectively
- **Module 6: Overcoming Obstacles and Managing Conflicts** (09:45 – 11:15)
 - Identifying and addressing common negotiation challenges and objections
 - Techniques for resolving conflicts and managing competing interests
 - Maintaining positive relationships while reaching the best possible deal
- **Module 7: Closing the Negotiation and Reaching Agreement** (11:30 – 01:00)
 - How to know when to close and what to do once an agreement is reached
 - Negotiating terms and ensuring clarity in the final agreement
 - Finalizing contracts, deliverables, and post-negotiation follow-up
- **Module 8: Workshop – Real-World Negotiation Simulation** (02:00 – 03:30)
 - Participants engage in a full-scale negotiation simulation based on a real-world project scenario
 - Role-play, group discussions, and feedback on negotiation tactics, conflict resolution, and final agreement strategies

Certification

Participants will receive a **Certificate of Completion in Negotiation Skills for Project Managers**, validating their expertise in negotiating effectively within the context of project management.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: +601116373203	EMAIL: info@mawaevents.net
---	----------------------------------	--

© Material published by MAWA Events shown here is copyrighted. All rights reserved. Any unauthorized copying, distribution, use, dissemination, downloading, storing (in any medium), transmission, reproduction or reliance in whole or any part of this course outline is prohibited and will constitute an infringement of copyright.