

## CRITICAL THINKING & NEGOTIATION SKILLS

*“Sharpening Decision-Making and Influence Through Analytical Thinking and Strategic Dialogue”*

### Schedule

Date	Venue	Fees (Face-to-Face)
12 - 13 Feb 2026	Dubai, UAE	USD 1,995 per delegate
04 - 05 Mar 2026	Riyadh, KSA	USD 1,995 per delegate

### Introduction

In today’s fast-paced and high-stakes business world, success often hinges on two key skills: the ability to think critically and the ability to negotiate effectively. Professionals are constantly making decisions that require accurate analysis, logical reasoning, and the ability to persuade and influence others.

This 2-day course integrates proven methodologies for sharpening critical thinking with practical negotiation strategies. Participants will learn how to analyze information objectively, formulate well-reasoned arguments, and conduct negotiations that build long-term value while achieving desired outcomes. The training is highly interactive, featuring real-world scenarios, structured debates, and negotiation simulations.

### Objectives

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

- Apply structured critical thinking techniques to assess situations and make sound decisions
- Recognize biases, assumptions, and fallacies in reasoning
- Prepare for and conduct win-win negotiations in various business contexts
- Manage difficult negotiation dynamics and overcome impasses
- Build confidence in persuasive communication and value-based negotiation

## Why Attend

- Improve clarity and confidence in decision-making
- Strengthen your ability to analyze arguments and data
- Gain tools for preparing and executing successful negotiations
- Learn techniques for influencing without manipulation
- Increase your ability to resolve disputes and build lasting agreements

## Target Audience

This program is designed for:

- Professionals involved in decision-making, leadership, or negotiation roles
- Project managers, team leaders, and department heads
- Procurement, sales, HR, and legal professionals
- Anyone who participates in internal or external negotiations

## Individual Benefits

Key competencies that will be developed include:

- Enhanced logical reasoning and analytical thinking
- Improved self-awareness of personal biases and decision traps
- Practical tools to plan, structure, and conduct negotiations
- Greater confidence in influencing and persuading others
- Strengthened emotional intelligence in high-pressure scenarios

## Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger decision-making at all levels of the organization
- More effective negotiations leading to improved contracts and partnerships
- Reduced conflict and better interdepartmental collaboration
- Increased problem-solving capability and adaptability
- Enhanced communication culture based on logic and mutual value

## Instructional Methodology

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

- Strategy Briefings - Frameworks for critical thinking and principled negotiation
- Case Studies - Analysis of real-world negotiations and decision dilemmas
- Workshops - Group exercises on logic application and structured reasoning
- Peer Exchange - Debate formats and negotiation role-play scenarios
- Tools - Thinking maps, planning templates, and persuasion checklists

## Course Outline

### DETAILED 2-DAY COURSE OUTLINE

**Training Hours:** 07:30 AM – 03:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

#### Day 1: Critical Thinking for Effective Decision-Making

- Module 1: Foundations of Critical Thinking (07:30 – 09:30) • Definition and elements of critical thinking • The role of logic, reason, and analysis in problem-solving • Overcoming cognitive biases and mental shortcuts
- Module 2: Structuring Thought Processes (09:45 – 11:15) • Using critical thinking frameworks (Socratic questioning, SWOT, etc.) • Argument structure and identifying assumptions • Evaluating evidence and reasoning
- Module 3: Application in Business Contexts (11:30 – 01:00) • Case study: evaluating proposals, reports, and decisions • Common pitfalls in workplace thinking • Team-based analysis and feedback
- Module 4: Critical Thinking Workshop (02:00 – 03:30) • Real-time exercises to dissect arguments and test logic • Structured group debates • Trainer feedback and discussion

#### Day 2: Negotiation Strategy and Execution

- Module 1: Principles of Effective Negotiation (07:30 – 09:30) • Distributive vs. integrative negotiation • BATNA, reservation price, and ZOPA explained • Key phases of the negotiation process
- Module 2: Communication and Persuasion (09:45 – 11:15) • Non-verbal communication and listening skills • Framing proposals and handling objections • Building rapport and trust in negotiation
- Module 3: Handling Difficult Situations (11:30 – 01:00) • Managing conflict, emotions, and power dynamics • Tactics used in negotiation—and how to counter them • Maintaining professionalism under pressure
- Module 4: Negotiation Simulation (02:00 – 03:30) • Live role-play exercise simulating a business negotiation • Team reflection and feedback from facilitator • Final lessons and personal action plans

## Certification

Participants will receive a Certificate of Completion in Critical Thinking & Negotiation Skills, confirming their ability to make sound decisions, analyze complex issues, and conduct strategic negotiations that deliver sustainable outcomes in professional environments.

## Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
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