

ADVANCED NEGOTIATION - (LEVEL 3 - ADVANCED)

"Master Strategic Negotiation Techniques to Influence, Persuade, and Secure Optimal Outcomes."

Schedule

Venue (In-house)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

Negotiation is both an art and a science — requiring strategy, emotional intelligence, and tactical awareness. In high-stakes business, legal, or project environments, advanced negotiation skills can determine the success or failure of deals, partnerships, and outcomes. The Advanced Negotiation (Level 3 - Advanced) course is designed for experienced professionals who already possess foundational negotiation skills and seek to elevate their capabilities to a strategic level.

This course dives into advanced negotiation frameworks, complex deal structures, cross-cultural dynamics, and conflict resolution strategies. Participants will learn to analyze counterpart behavior, manage multi-party negotiations, and apply ethical influence techniques to achieve win-win outcomes. Through simulations, case studies, and real-world negotiation scenarios, this program builds the confidence and strategic thinking required to negotiate effectively in any context.

Objectives

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

- Understand advanced principles and psychology of negotiation.
- Develop strategic negotiation plans aligned with business objectives.
- Manage complex, multi-stakeholder and high-value negotiations.
- Apply influence, persuasion, and communication strategies effectively.
- Handle impasses, conflicts, and difficult negotiators with professionalism.
- Conduct negotiations across cultures and international settings.
- Use analytical tools to assess BATNA, reservation points, and value creation.
- Implement post-negotiation evaluation and continuous improvement practices.

Why Attend

This course is essential for professionals who engage in complex or high-impact negotiations where stakes, relationships, and reputations matter. It enables participants to move beyond basic tactics to strategic negotiation mastery — understanding human behavior, managing emotions, and using data-driven techniques for superior results. The training provides real-world frameworks used by successful leaders, diplomats, and negotiators across industries.

Target Audience

This course is suitable for:

- Senior Executives and Managers
- Contract and Procurement Professionals
- Sales and Business Development Leaders
- Legal and Commercial Negotiators
- Project Managers and Consultants
- HR and Industrial Relations Specialists
- Anyone involved in strategic, cross-functional, or international negotiations

Individual Benefits

- Develop confidence in managing complex negotiation situations.
- Learn advanced influence and persuasion techniques.
- Improve decision-making, communication, and conflict management skills.
- Build stronger, more sustainable business relationships.
- Gain the ability to structure mutually beneficial agreements.
- Enhance your professional presence and leadership impact in negotiations.

Organizational Benefits

- Strengthen the organization's negotiation performance and outcomes.
- Achieve better value, cost savings, and risk mitigation in agreements.
- Improve internal collaboration and external stakeholder relations.
- Foster a culture of strategic thinking and ethical negotiation.
- Reduce conflicts and enhance long-term partnerships.
- Equip teams with advanced tools for complex deal-making.

Instructional Methodology

This course emphasizes experiential learning through:

- Interactive negotiation simulations and role-plays
- Real-world case studies and scenario-based exercises
- Group discussions and debriefing sessions
- Analysis of negotiation psychology and behavioral patterns
- Instructor-led frameworks and feedback-based improvement
- Self-assessment tools and reflection exercises

Course Outline

- Module 1: Strategic Overview of Advanced Negotiation Principles
- Module 2: Understanding Negotiation Psychology and Emotional Intelligence
- Module 3: Planning and Structuring High-Stakes Negotiations
- Module 4: Influence, Persuasion, and Power Dynamics
- Module 5: Managing Conflicts, Impasses, and Difficult Counterparts
- Module 6: Cross-Cultural and International Negotiation Strategies
- Module 7: Multi-Party and Team-Based Negotiations
- Module 8: Data-Driven and Analytical Approaches to Value Creation
- Module 9: Ethics, Trust, and Long-Term Relationship Management
- Module 10: Capstone Simulation - Complex Multi-Party Negotiation Exercise

Certification

Upon successful completion, participants will receive a Certificate in Advanced Negotiation (Level 3 - Advanced), recognizing their expertise in applying advanced negotiation strategies, analytical tools, and behavioral insights to achieve optimal and sustainable outcomes.

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.

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

© 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.