MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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POWERFUL NEGOTIATIONS – ILM ENDORSED

"Master the Art of Negotiation to Achieve Win-Win Outcomes and Drive Business Success."

Schedule

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

Introduction

Negotiation is a critical skill for achieving business objectives, resolving conflicts, and building lasting professional relationships. Effective negotiators can influence outcomes, create value, and secure agreements that benefit all parties involved.

The Powerful Negotiations – ILM Endorsed course provides participants with proven strategies, techniques, and practical tools to negotiate confidently and successfully in any professional context. Endorsed by the Institute of Leadership & Management (ILM), this program equips participants to handle complex negotiations, understand psychological dynamics, and create win-win solutions.

Objectives

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

- Understand the principles, types, and stages of negotiation.
- Analyze negotiation situations and identify objectives.
- Apply strategies and tactics to achieve favorable outcomes.
- Handle objections, conflicts, and difficult negotiators effectively.
- Use communication and persuasion skills to influence decisions.
- Create win-win solutions while protecting organizational interests.
- Develop confidence in face-to-face, virtual, and cross-cultural negotiations.
- Evaluate negotiation performance and continuously improve skills.

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Why Attend

Negotiation skills are essential for leaders, managers, and professionals who want to maximize value, manage conflict, and strengthen relationships. This ILM-endorsed course provides actionable techniques, interactive exercises, and real-world scenarios to help participants negotiate successfully in any business or professional environment.

Target Audience

This course is suitable for:

- Business Leaders and Managers
- Sales and Account Executives
- Procurement and Supply Chain Professionals
- Project Managers and Team Leaders
- HR Professionals involved in employee negotiations
- Professionals seeking to enhance negotiation and persuasion skills

Individual Benefits

- Build confidence and mastery in negotiation scenarios.
- Develop advanced communication, persuasion, and influencing skills.
- Learn to analyze situations and prepare effective negotiation strategies.
- Handle conflicts, objections, and challenging negotiations effectively.
- Achieve better outcomes in business deals, agreements, and partnerships.
- Enhance professional credibility and career prospects.

Organizational Benefits

- Improve negotiation outcomes for contracts, partnerships, and deals.
- Strengthen supplier, client, and stakeholder relationships.
- Minimize conflict and ensure win-win agreements.
- Enhance team collaboration and negotiation readiness.
- Increase overall organizational efficiency and business success.

Instructional Methodology

The training uses a practical, interactive, and ILM-endorsed approach through:

- Role-playing and negotiation simulations
- Case studies and real-world examples
- Hands-on exercises to develop tactics and strategies
- Group discussions and peer feedback sessions
- Communication, persuasion, and influence workshops
- Actionable assignments to apply negotiation techniques immediately
- Continuous coaching and Q&A sessions

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Course Outline

Module 1: Introduction to Negotiation – Principles and Importance

Module 2: Types and Styles of Negotiation

Module 3: Preparation and Planning for Effective Negotiations

Module 4: Communication, Listening, and Persuasion Skills

Module 5: Handling Objections and Difficult Negotiators

Module 6: Conflict Resolution and Problem-Solving Techniques

Module 7: Strategies for Win-Win Negotiations

Module 8: Negotiating in Teams and Cross-Cultural Contexts

Module 9: Virtual Negotiation and Technology Tools

Module 10: Capstone Project – Real-World Negotiation Simulation

Certification

Upon successful completion, participants will receive an ILM-Endorsed Certificate in Powerful Negotiations, recognizing their expertise in negotiation strategies, conflict resolution, and influencing outcomes effectively in professional environments.

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**

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