

Strong and Effective Negotiations

Duration: 1 Day Course Code: GK831172

Overview:

Master the Art of Negotiation - Unlock Success!

Step into the "Strong and Effective Negotiations" workshop and transform the way you approach every deal, discussion, and partnership. In just one day, you'll discover proven strategies to plan and conduct collaborative negotiations, understand and leverage different negotiation styles, and apply best practices that drive results. This dynamic, hands-on experience will empower you to communicate with confidence, handle objections with ease, and turn challenges into opportunities. Whether you're negotiating with clients, colleagues, or vendors, you'll leave with actionable skills and insights to achieve win-win outcomes and elevate your professional impact. Don't miss your chance to become a negotiation powerhouse!

Updated 21/4/2026

Target Audience:

This session is ideal for professionals across all functions—including managers, project teams, procurement specialists, sales engineers, and anyone involved in negotiations or stakeholder communications. Whether you're leading teams, managing vendor relationships, or collaborating across departments, this training will help you sharpen your negotiation skills and drive more effective outcomes.

Objectives:

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| ■ After completing this course, participants will be able to | ■ Understand and apply negotiation terms and best practices |
| ■ Plan for and conduct a collaborative negotiation | ■ Enhance communication skills critical to a collaborative negotiation |
| ■ Understand negotiation styles | ■ Recognize and handle objections or concerns during the negotiation process |
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Prerequisites:

- No formal prerequisites; basic written communication skills are recommended.
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Follow-on-Courses:

- GK831173 - Growing Work Relationships at Work Positively
 - GK831174 - Performance and Employee Accountability
 - GK831175 - Employee Emotional Intelligence
 - GK831177 - Managing Challenging Conversations
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Content:

Module 1: Laying the Foundation and Negotiation Approaches and Terminology

- What makes negotiating challenging
- Distinguish between positional and principled negotiating
- Understand common negotiating terms

Module 2: Preparing for a Negotiation

- Understand how to effectively prepare for a negotiation
- What questions/information to consider so that both parties are well understood

Module 3: Actively Managing a Negotiation

- Gain clarity of the general flow of a negotiation
- Understand how effective communications can enhance success
- Learn strategies on how to manage emotions that might emerge for both parties

Module 4: Negotiation Styles

- Recognize different negotiating styles and understand when to use which one in different situations and environments

Module 5: Next Steps

- Integration of different concepts and skills and application to real-life situations
- Discussion of key takeaways and areas to focus on for further improvement

Further Information:

For More information, or to book your course, please call us on Head Office Tel.: +974 40316639

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