



*Training Course:
Management & Negotiations Skills*

*14 - 18 September 2026
Cape Town (South Africa)
DoubleTree by Hilton Cape Town - Upper Eastside*

Training Course: Management & Negotiations Skills

Training Course code: MA235318 From: 14 - 18 September 2026 Venue: Cape Town (South Africa) - DoubleTree by Hilton Cape Town - Upper Eastside Training Course Fees: 6350 € Euro

Introduction:

Welcome to the Management & Negotiations Skills training program, thoughtfully designed and presented by Global Horizon Training Center. In today's dynamic business environment, effective management and negotiation skills are crucial for professional success. This program is tailored to equip participants with the essential tools and techniques required to excel in managerial roles and negotiate successfully. Global Horizon Training Center is dedicated to delivering high-quality training programs that empower individuals and organizations to thrive in their respective industries.

Objectives:

- Develop strong management skills for effective leadership and decision-making.
- Enhance negotiation skills for achieving favorable outcomes in various business scenarios.
- Foster effective communication and conflict resolution techniques.
- Provide insights into strategic planning and organizational management.
- Equip participants with the ability to navigate complex negotiations and achieve win-win solutions.

Target Audience:

This program is suitable for:

- Mid-level managers seeking to enhance leadership and management effectiveness
- Team leaders aiming to improve team coordination and performance
- Aspiring leaders preparing for future managerial roles
- Professionals involved in negotiations as part of their responsibilities
- Individuals looking to strengthen negotiation skills for better business outcomes
- Anyone seeking to enhance overall management capabilities and decision-making in professional setting

Outlines:

Day 1: Fundamentals of Management

- Introduction to management principles
- Leadership styles and their impact
- Decision-making strategies for managers
- Time management and organizational effectiveness

Day 2: Effective Communication and Conflict Resolution

- Importance of effective communication in management
- Techniques for clear and concise communication
- Conflict resolution strategies in the workplace
- Building and managing successful teams

Day 3: Negotiation Fundamentals

- Understanding the negotiation process
- Key elements of successful negotiations
- Different negotiation styles
- Role-playing exercises for practical application

Day 4: Advanced Negotiation Techniques

- Strategies for complex negotiations
- Negotiating in challenging situations
- Building and maintaining positive relationships
- Handling difficult negotiations and overcoming obstacles

Day 5: Strategic Planning and Organizational Management

- Introduction to strategic planning
- Aligning management and organizational goals
- Performance metrics and evaluation

Registration form on the Training Course: Management & Negotiations Skills

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):

Position:

Telephone / Mobile:

Personal E-Mail:

Official E-Mail:

Company Information

Company Name:

Address:

City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):

Position:

Telephone / Mobile:

Personal E-Mail:

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Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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