



*Training Course:
Advanced Negotiation Skills*

*7 - 11 June 2026
Dubai (UAE)*

Training Course: Advanced Negotiation Skills

Training Course code: PS236487 From: 7 - 11 June 2026 Venue: Dubai (UAE) - Training Course Fees: 5200 € Euro

Introduction

Successful negotiation is one of the most critical competencies in today's business environment. Organizations operating in international and multicultural markets require professionals who can communicate effectively, influence decisions, resolve conflicts, and build sustainable business relationships.

This training program, designed by Global Horizon Training Center, provides participants with practical negotiation frameworks, communication techniques, and strategic approaches needed to negotiate confidently with clients, suppliers, stakeholders, and global partner companies. The program focuses on real-world business negotiations, relationship management, persuasion techniques, and achieving mutually beneficial outcomes in professional environments.

Through interactive exercises, simulations, role plays, and case studies, participants will develop the confidence and skills required to handle complex negotiations professionally and strategically.

Course Objectives

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

- Understand the principles and psychology of negotiation
- Apply structured negotiation planning techniques
- Build confidence in business discussions and negotiations
- Improve communication and persuasive influencing skills
- Handle objections, pressure, and difficult negotiation situations
- Develop win-win negotiation outcomes
- Manage cross-cultural and international negotiations effectively
- Strengthen relationship-building and stakeholder engagement skills
- Resolve conflicts professionally and constructively
- Conduct negotiations strategically to support organizational goals

Course Methodology

This program is delivered through:

- Interactive presentations
- Group discussions and workshops
- Negotiation simulations and role plays
- Real-life business case studies

- Team exercises and practical activities
- Communication and persuasion practice sessions
- Feedback and coaching from the trainer

Organizational Impact

Organizations will benefit from:

- Improved negotiation effectiveness with partners and stakeholders
- Stronger business relationships and collaboration
- Better conflict resolution within teams and external engagements
- Increased confidence among managers and employees
- Enhanced communication and influencing capabilities
- More successful commercial and operational negotiations
- Improved decision-making and business outcomes

Target Audience

This program is designed for:

- Directors and Senior Executives
- Managers and Team Leaders
- Business Development Professionals
- Procurement and Contract Professionals
- Sales and Marketing Teams
- Project Managers
- HR and Administrative Professionals
- Employees dealing with international partners and stakeholders
- Professionals seeking to improve negotiation and communication skills

Outline

Day 1: Fundamentals of Negotiation and Communication

- Introduction to negotiation concepts and principles
- Types and styles of negotiation
- Characteristics of successful negotiators
- The psychology of negotiation
- Communication skills for effective negotiations
- Active listening and questioning techniques
- Understanding verbal and non-verbal communication
- Building trust and professional relationships
- Common negotiation mistakes and how to avoid them

- Practical negotiation exercises

Day 2: Negotiation Planning and Strategy Development

- Preparing effectively before negotiations
- Setting negotiation objectives and priorities
- Understanding interests vs. positions
- Stakeholder and counterpart analysis
- Developing negotiation strategies and tactics
- Risk assessment in negotiations
- Managing information and leverage
- Creating value and identifying mutual benefits
- BATNA Best Alternative to a Negotiated Agreement
- Negotiation planning workshop and case study

Day 3: Persuasion, Influence, and Conflict Management

- Principles of persuasion and influence
- Building credibility and professional presence
- Emotional intelligence in negotiations
- Managing difficult personalities and behaviors
- Handling objections and resistance professionally
- Conflict resolution techniques
- Managing pressure and negotiation stress
- De-escalation and problem-solving approaches
- Influencing decision-makers effectively
- Interactive role plays and negotiation scenarios

Day 4: Advanced and Cross-Cultural Negotiation Skills

- Advanced negotiation techniques
- Strategic bargaining approaches
- Multi-party and team negotiations
- Cross-cultural communication and negotiation
- International business negotiation practices
- Negotiating with global partners and stakeholders
- Managing virtual and online negotiations
- Ethical considerations in negotiations
- Building long-term business partnerships
- International negotiation simulation exercises

Day 5: Practical Negotiation Simulations and Action Planning

- End-to-end negotiation simulations
- Real-life business negotiation case studies
- Negotiating contracts and business agreements
- Team negotiation exercises
- Managing high-stakes negotiations
- Giving and receiving negotiation feedback
- Developing personal negotiation improvement plans
- Action planning for workplace implementation
- Final negotiation assessment and evaluation
- Program review and key takeaways

Registration form on the Training Course: Advanced Negotiation 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:
 Official E-Mail:

Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

Easy Ways To Register

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registration
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E-mail to us :
info@gh4t.com
or training@gh4t.com

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to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.