



*Training Course:  
Mastering Advanced Negotiation and Influence  
Strategies*

*25 - 29 January 2027  
Amsterdam (Netherlands)*

## Training Course: Mastering Advanced Negotiation and Influence Strategies

Training Course code: LS235622 From: 25 - 29 January 2027 Venue: Amsterdam (Netherlands) - Training Course Fees: 5775 € Euro

### Introduction

In today's fast-paced and high-stakes business environment, negotiation is a critical leadership capability that directly impacts organizational success. This program, designed by [Global Horizon Training Center](#), equips professionals with advanced negotiation and influence strategies to maximize value, strengthen relationships, and achieve sustainable outcomes.

The program focuses on enhancing participants' ability to negotiate effectively in both formal and everyday situations by understanding psychological dynamics, leveraging influence, and applying strategic negotiation techniques. Through practical applications and real-world scenarios, participants will develop the confidence and skills required to manage complex negotiations and create win-win results.

### Objectives

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

- Apply advanced negotiation strategies to achieve optimal outcomes
- Understand personal negotiation styles and manage psychological biases
- Leverage influence and persuasion techniques effectively
- Navigate cross-cultural and international negotiation environments
- Develop collaborative approaches to create win-win solutions

### Target Audience

This program is designed for:

- Early and mid-career executives
- Managers and team leaders
- Professionals involved in negotiations and stakeholder management
- Individuals seeking to enhance influence and persuasion skills
- Employees across corporate, public, and nonprofit sectors

### Program Outline

#### Day 1: Influence and Persuasion in Negotiation

- Role of influence in negotiation success

- Sources of power and influence
- Psychology of persuasion reciprocity, scarcity, authority
- Building credibility and trust
- Emotional intelligence in negotiation

#### Day 2: Psychological and Behavioral Tactics

- Understanding cognitive biases in negotiation
- Managing anchoring, framing, and negotiation traps
- Tactical empathy and active listening
- Non-verbal communication techniques
- Identifying negotiation styles and personality traits

#### Day 3: Negotiation Strategy and Value Creation

- Principles of win-win negotiation
- Collaborative bargaining techniques
- Leveraging negotiation power effectively
- Handling difficult negotiators
- Ethics and integrity in negotiation

#### Day 4: Cross-Cultural Negotiation

- Cultural influences on negotiation styles
- Adapting strategies across cultures
- Managing global negotiation challenges
- Communication in international contexts
- Case studies on global negotiations

#### Day 5: Advanced Negotiation in Complex Situations

- Managing multi-stakeholder negotiations
- Handling unexpected challenges and reversals
- Advanced communication and conversation techniques
- Building long-term trust and partnerships
- Aligning negotiation outcomes with strategic goals

## Registration form on the Training Course: Mastering Advanced Negotiation and Influence Strategies

Training Course code: LS235622 From: 25 - 29 January 2027 Venue: Amsterdam (Netherlands) - Training  
Course Fees: 5775 € Euro

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

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

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

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
Egypt.