



# The Professional Negotiator: Effective Negotiation, Persuasion & Critical Thinking

the-professional-negotiator

## ► Training Details

### Why Choose this Online Course?

This Anderson online training course considers the importance of building alliances and relationships through the application of negotiation and persuasion. Delegates will work on critical thinking processes to enable them to make better planning decisions in order to achieve success when negotiating alliances. The online training course will equip delegates with an essential framework for effective negotiation starting with the planning process and understanding why it is essential to consider the critical points in building and maintaining relationships. Delegates will have the opportunity to exercise and improve their influencing and persuasion skills, and build higher-level communication ability in order to deliver results and maintain alliances for the mutual benefit of the parties involved. **The Anderson online training course will feature:**

- Understanding the key issues in forming and maintaining alliances
- Applying critical thinking when planning to negotiate
- Defining the stages within a negotiation process
- Discussing how to defend yourself from aggressive tactics and ploys in negotiation
- Developing higher level communication skills for influencing others
- Applying more influence when negotiating through practical exercises

### What are the Goals?

**By attending this Anderson online training course, delegates will be able to:**

- Describe a framework for the analysis of business alliances
- Understand how to apply influencing skills during the negotiation phase
- Recognise and manage difficult negotiators who use aggressive tactics during negotiation
- Understand the key principles of persuasion and its importance to negotiation
- Apply critical thinking when planning to develop business alliances

### Who is this Online Course for?

**This Anderson online training course is suitable to a wide range of professionals but will greatly benefit:**

- Personnel from a wide range of business disciplines
- Delegates wishing to develop negotiation skills in alliance building
- Delegates who regularly work with external suppliers or customers
- Departmental Heads requiring to form interdepartmental alliances to achieve results

### How will this Online Training Course be Presented?

This Anderson online training course will utilise a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes professional learning techniques combined with presentations, interactive practical exercises, group activities and case studies will help delegates to build a formal framework around their current knowledge and skills. Delegates will be encouraged to develop both their critical thinking and persuasion skills, applying these to the formation and maintenance of negotiated alliances to increase the value for money provided to their employer.

## ► Training Details

## **Day One: *Developing Alliances***

- ▶ Characteristics of a strategic alliance – effects of market dominance
- ▶ Culture and perception – and effects in building alliances
- ▶ Achieving results in the life cycle of the alliance, through building trust
- ▶ Personality - strengths & weaknesses in negotiations
- ▶ Minimising communication blockers to maintain relationships
- ▶ Development review and action planning

## **Day Two: *Influence & Persuasion Skills in Managing the Alliance***

- ▶ Challenges of meetings – group and individual strategies
- ▶ Positive influence of listening in challenging situations - good and bad news!
- ▶ Applying rules of influential presentations to maximise impact
- ▶ Maintaining compatible body language & using logic, credibility and passion
- ▶ Feedback and action planning

## **Day Three: *Strategy in Negotiation Skills for Partners and Allies***

- ▶ Steps in win-win negotiation
- ▶ The keys to collaborative bargaining in partnering
- ▶ Leverage: What it is and how to use it?
- ▶ Negotiation tactics and ploys
- ▶ Dealing with difficult negotiators and barriers
- ▶ Ethics in negotiation

## **Day Four: *Higher Level Negotiation Skills for Challenging Situations***

- ▶ Listening and responding to signals and informal information
- ▶ Recovering from reversals, errors and challenges
- ▶ Developing a climate of trust
- ▶ Higher level conversation techniques
- ▶ Concentrating action on the needs of alliance partners

## **Day Five: *Maintaining Alliances: Critical Thinking for Decision Making***

- ▶ Gaining control and using information – formal and informal
- ▶ Identifying sources and testing assumptions
- ▶ Framing the problem
- ▶ Decision making under pressure
- ▶ Reviewing strategic alliances and building personal action

### **► Preview**

**First Session : 11:00 – 12:30 1<sup>st</sup> Break : 12:30 – 12:45 Second Session : 12:45 – 14:15 2<sup>nd</sup> Break : 14:15 – 14:30 Third Session : 14:30 – 16:00**

### **► Accreditation**



The ILM (Institute of Leadership & Management) Recognised Provider status signifies that Anderson as training provider was successful in undergoing strict review process by ILM in its capacity to develop and deliver ILM Endorsed Programmes for which Anderson has been approved.

## ▶ The Certificate

### **Attending Delegates will receive the following:**

- ▶ Anderson e-Certificate of Completion will be provided to delegates who attend and complete the course
- ▶ ILM Endorsed Certificate for the registered delegates who successfully completes and pass the ILM assessment

## ▶ INFO & IN-HOUSE SOLUTION

**For more information about this course, call or email us at:**

Call us: +971 4 365 8363

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**Request for a Tailor-made training and educational experience for your organization now:**

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