



## Agile Negotiation: Strategies for Dynamic Environments

### ► Upcoming Sessions

10-14 Jun 2024	Dubai - UAE	\$5,950
05-09 Aug 2024	Dubai - UAE	\$5,950
07-11 Oct 2024	Dubai - UAE	\$5,950
09-13 Dec 2024	Dubai - UAE	\$5,950
06-10 Jan 2025	Dubai - UAE	\$5,950

### ► Training Details

#### Training Course Overview

Welcome to the "Agile Negotiation: Strategies for Dynamic Environments" training course. In today's rapidly changing business landscape, negotiation skills are essential for success, particularly in agile environments where adaptability and collaboration are key. This course is designed to equip participants with the knowledge and techniques needed to negotiate effectively in dynamic, fast-paced settings, applying agile principles to achieve mutually beneficial outcomes.

#### Training Course Objectives

**By the end of this Anderson training course, participants will be able to:**

- Understand the fundamental principles of agile methodologies and their implications for negotiation
- Develop essential negotiation skills and techniques applicable to agile environments
- Learn strategies for building collaborative relationships and managing conflicts with stakeholders in agile projects
- Gain insights into agile contracting and procurement practices, including contract negotiation and management
- Explore advanced negotiation techniques such as value-based negotiation, persuasion, and negotiation in uncertain environments
- Apply agile negotiation principles through interactive simulations, case studies, and practical exercises
- Develop action plans for implementing agile negotiation strategies in their professional roles and projects

#### Designed for

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

- Project managers
- Product owners Scrum masters

- ▶ Procurement specialists
- ▶ Contract managers
- ▶ Team leads
- ▶ Professionals across various industries who are involved in negotiation processes within agile projects or environments
- ▶ Anyone seeking to enhance their negotiation skills in agile contexts

## **Learning Methods**

This Anderson training course will utilize a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. The facilitator will provide interactive presentation that incorporates slides, videos, group discussion, and practical exercises to examine all aspects of the topic.

## **▶ Training Details**

### **Day One: Introduction to Agile Negotiation**

- ▶ Agile Methodologies Overview
- ▶ Negotiation Fundamentals
- ▶ Agile Negotiation Framework

### **Day Two: Understanding Stakeholder Dynamics**

- ▶ Stakeholder Analysis
- ▶ Collaborative Relationship Building
- ▶ Conflict Resolution in Agile

### **Day Three: Agile Contracting and Procurement**

- ▶ Agile Contracting Principles
- ▶ Procurement Strategies
- ▶ Contract Management in Agile

### **Day Four: Advanced Negotiation Techniques**

- ▶ Value-Based Negotiation
- ▶ Persuasion and Influence
- ▶ Negotiating in Uncertainty

### **Day Five: Simulation and Application**

- ▶ Agile Negotiation Simulation
- ▶ Case Study Analysis
- ▶ Action Planning for Agile Negotiation

## **▶ The Certificate**

Anderson Certificate of Completion will be provided to delegates who attend and complete the course

## **▶ INFO & IN-HOUSE SOLUTION**

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

Call us: +971 4 365 8363

Email: [info@anderson.ae](mailto:info@anderson.ae)

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

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