

# Corporate Negotiation Skills Training Course

Drive Team Excellence And Business Outcomes With Expert-Led Negotiation Strategies



# The Capability Activation Curve



## Positional Friction

Distraction, Conflict,  
Unoptimized Resources, And  
Compromised Business Deals.



## Edstellar Method

Instructor-Led Intervention,  
Power Dynamics Analysis, And  
Customized Hands-On  
Learning.



## Strategic Collaboration

Win-Win Outcomes,  
Optimized Bottom Line, And  
Accelerated Conflict  
Resolution.

# Program Specifications And Global Delivery



**8 - 16 Hours**

Duration



**Instructor-Led**

Group Training Format



**Virtual / On-Site / Off-Site**

Flexible Delivery Modes



**10,000+ Trainers**

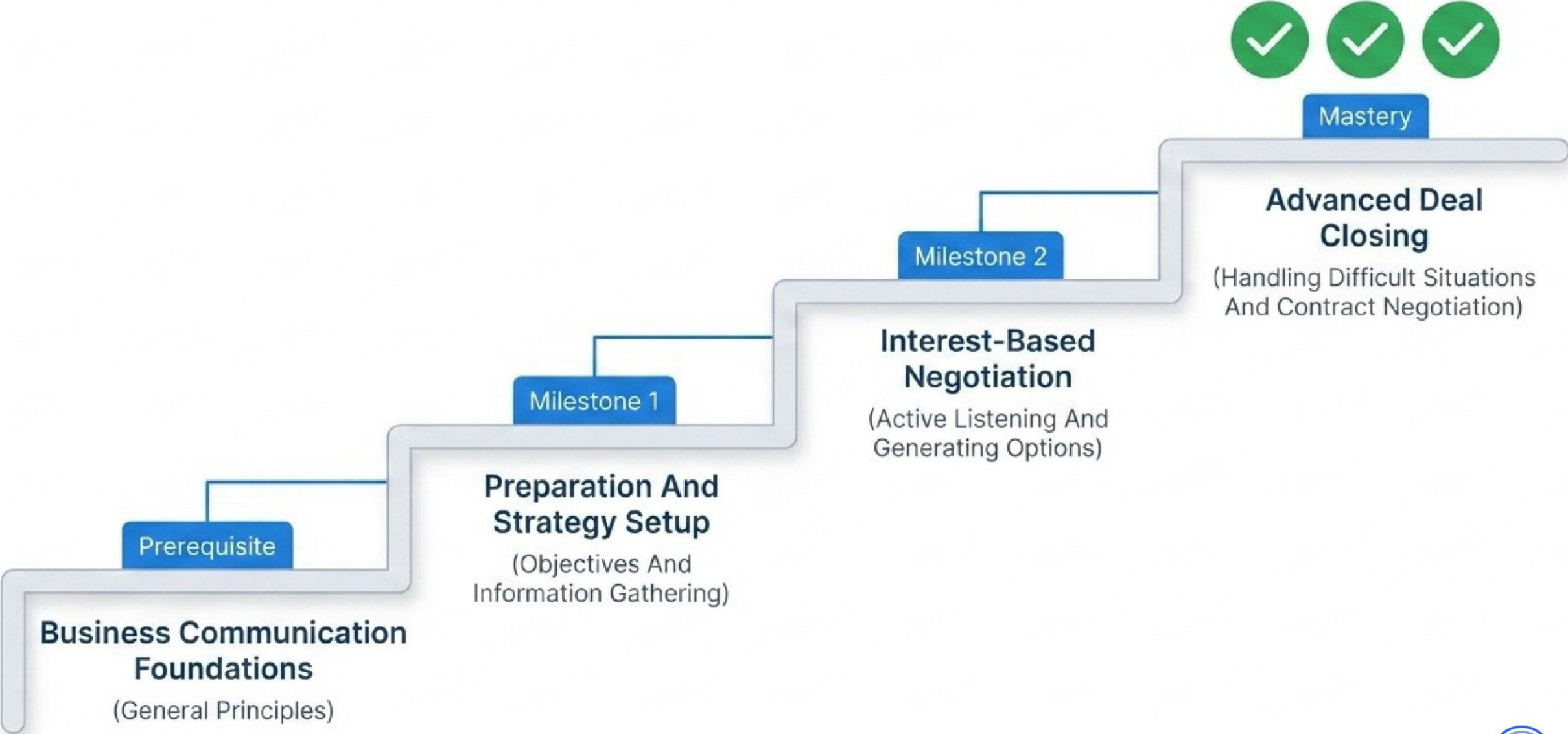
Verified Global Network



**Course Certificate**

Professional Recognition

# The Pathway To Negotiation Mastery



# Structured Modules For Progressive Capability

## Foundation And Preparation

Overview, Key Principles,  
Preparing Strategy



## Interest-Based Execution

Understanding Principles,  
Applying Techniques,  
Effective Communication



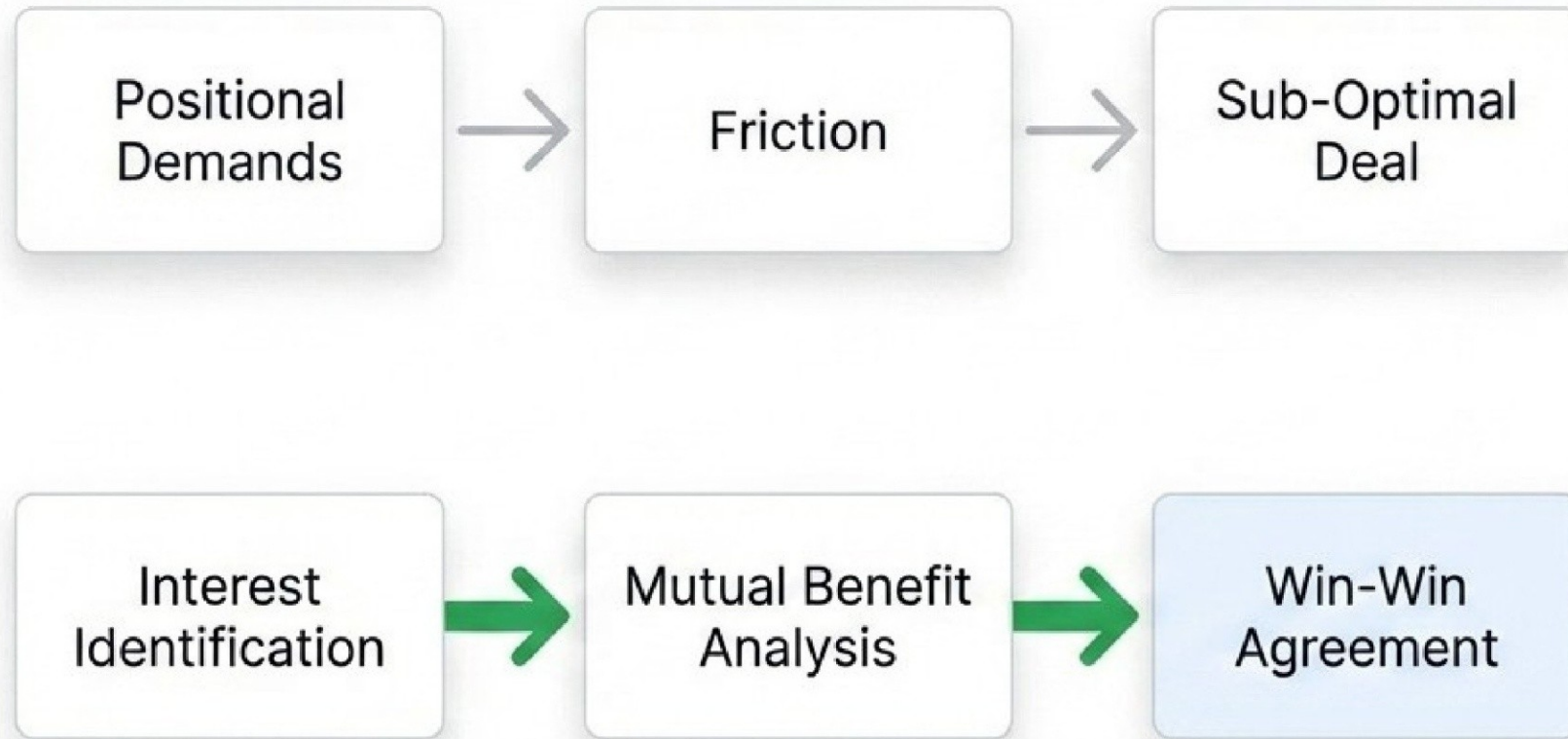
## Conflict Resolution And Mastery

Managing Conflict, Real-Life  
Simulations, Debrief And  
Reflection

# Phase One: Strategy And Preparation



# Phase Two: Interest-Based Negotiation Dynamics



## Techniques Taught

1. Active Listening
2. Generating Options
3. Managing Emotions
4. Reading Non-Verbal Cues

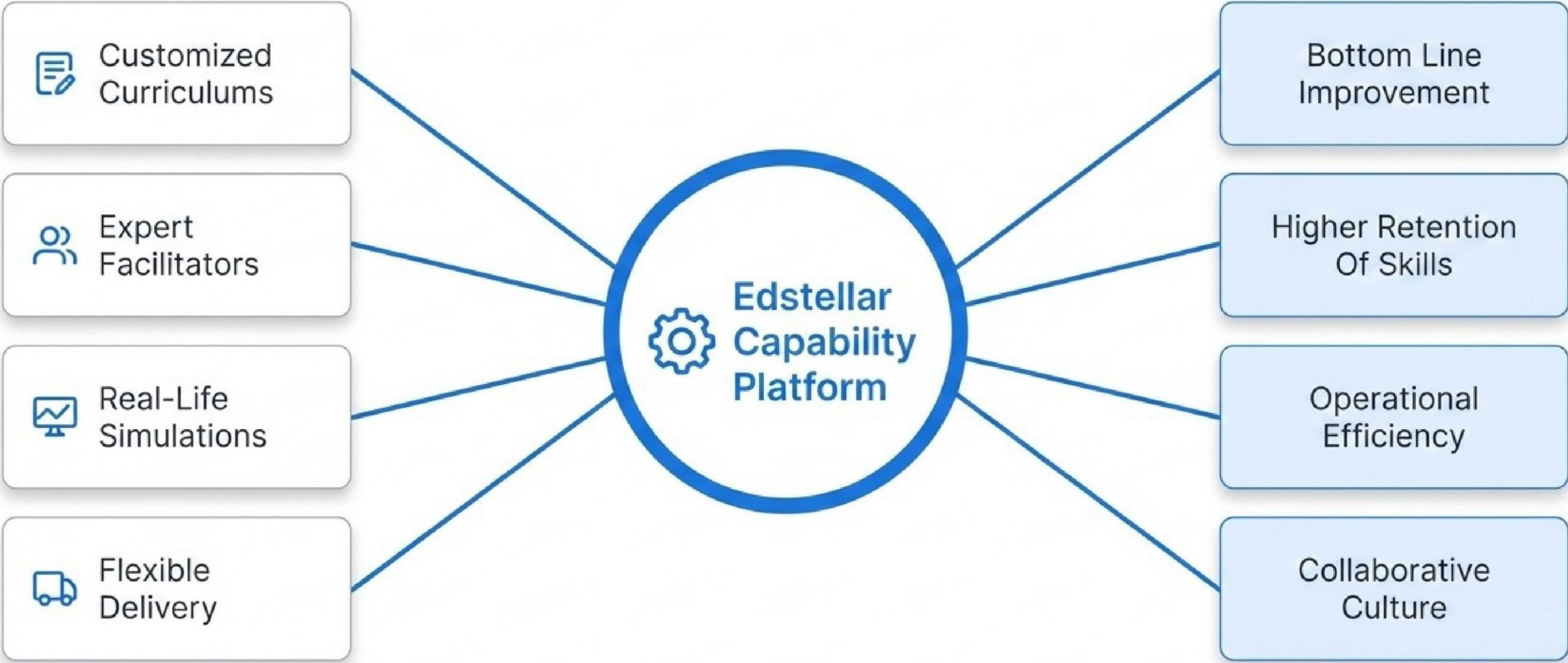
# Phase Three: Enterprise Application And Mastery



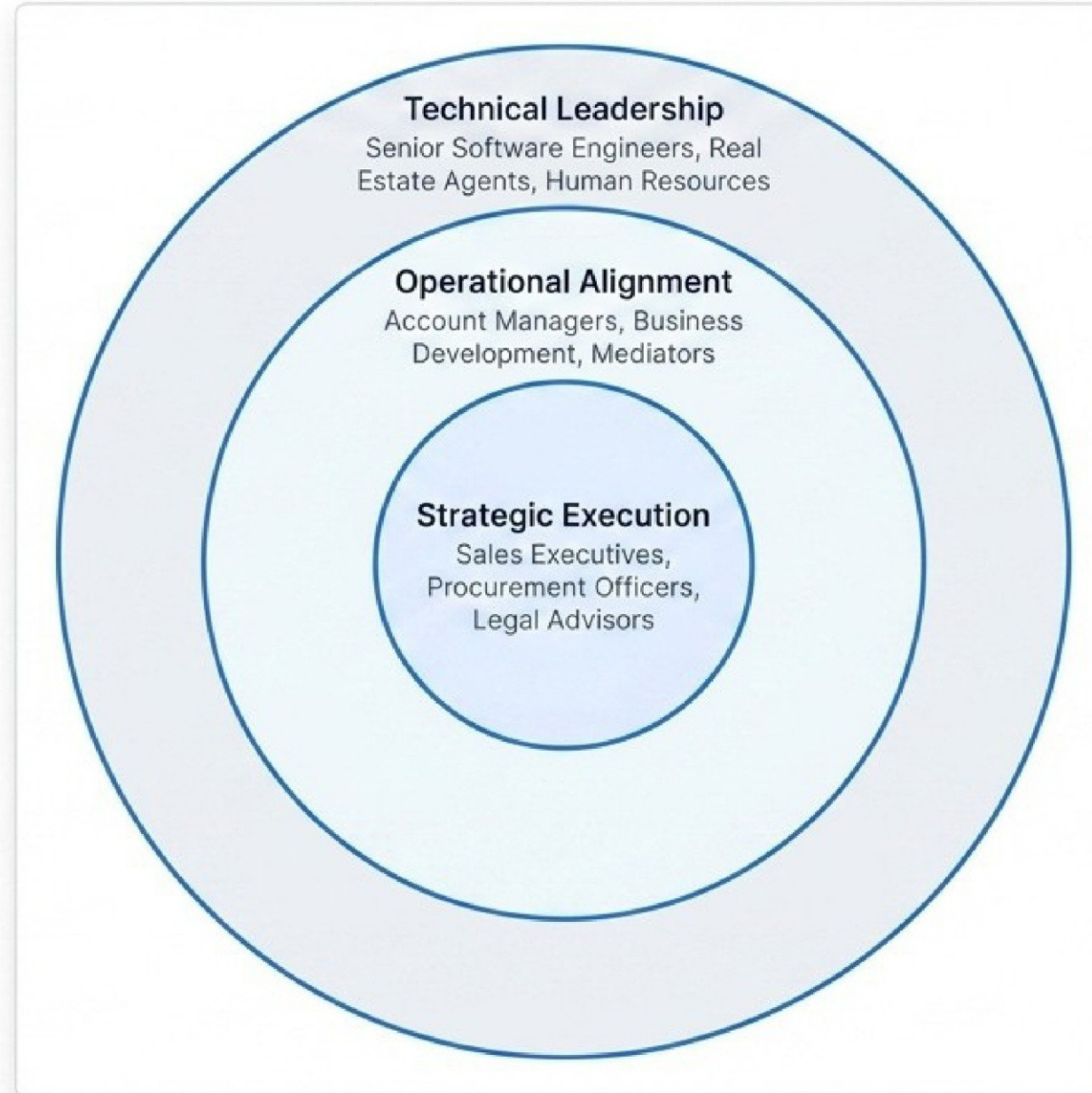
# Core Competency And Role Alignment

Core Skill	Role Alignment	Business Outcome
<b>Power Dynamics</b> Assessing Influence Within Groups	Leadership, Management	Enhanced Decision-Making
<b>Contract Negotiation</b> Discussing Mutually Beneficial Terms	Procurement, Legal	Minimized Risk, Favorable Terms
<b>Conflict Resolution</b> Addressing Disputes Effectively	Human Resources, Customer Service	Positive Work Environment

# The Training Return On Investment Engine



# Target Audience Alignment



# Flexible Engagement Models For Enterprise Scale



## Virtual Live

- Global Reach For Dispersed Teams
- Seamless Schedule Integration
- High-Quality Consistent Outcomes



## On-Site In-Person

- Tailored To Specific Workplace
- Highly Interactive Hands-On Learning
- Enhanced Team Collaboration



## Off-Site Retreat

- Distraction-Free Focused Learning
- Improved Employee Morale
- Deep Team Bonding Activities

# Proof Of Impact

*The Negotiation Skills Course Revolutionized How I Approach My Daily Responsibilities. As A Senior Software Engineer, Understanding Practical Applications Was Essential, And This Training Delivered Beyond All Expectations. My Ability To Architect Solutions And Solve Complex Problems Has Improved Substantially.*

## **Sarah Ferguson**

Senior Software Engineer

Global Technology Solutions Provider

# Unmatched Delivery Capability



Delivery Across  
100+ Countries

Facilitation In  
10+ Languages

# Initiate Your Team Transformation



## Ready To Scale Your Training?

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