

# NEGOTIATE LIKE A PRO

A TWO-DAY TRAINING COURSE

A QUESTION ?

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## COURSE OUTLINE

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Unlock the power of negotiation with our comprehensive 2-day course designed to transform your negotiation skills.

Through a blend of theory and hands-on practice, you'll learn to craft strategies, influence outcomes, and secure win-win solutions.

Whether you're a sales professional, buyer, manager, or director, this course is tailored to enhance your ability to persuade and negotiate with confidence.





# DAY 1

## FOUNDATION & PRACTICAL NEGOTIATIONS

MORNING SESSION

### Introduction to Negotiation Tactics

- Key strategies for successful negotiations.
- Understanding different negotiation styles.

### Practical Exercise: Role-Playing Basic Negotiations

- Participants will engage in simulated negotiations to practice fundamental tactics.
- Feedback and analysis of negotiation approaches.

AFTERNOON SESSION

### Mastering Persuasion & Influence

- Techniques to sway decisions in your favor.
- The psychology behind influence and persuasion.

### Practical Exercise: Influencing Outcomes

- Real-time scenarios where participants practice persuasive techniques.
- Group feedback and discussion on best practices.

# DAY 2

## ADVANCED TECHNIQUES & REAL-WORLD APPLICATION

MORNING SESSION

### Handling Objections & Conflict

- Strategies to manage objections effectively.
- Conflict resolution techniques to maintain positive relationships.

### Practical Exercise: Resolving Conflicts in Negotiations

- Simulated high-stress negotiations focusing on conflict resolution.
- Peer and instructor feedback to refine conflict management skills.

AFTERNOON SESSION

### Closing Deals with Win-Win Solutions

- Techniques to ensure all parties feel satisfied with the outcome.
- Understanding the long-term benefits of win-win negotiations.

### Final Practical Exercise: Comprehensive Negotiation Simulation

- Participants will engage in a full-scale negotiation exercise.
- Focus on applying all learned strategies and tactics.
- Group debrief and feedback session.

### TAILOR-MADE OPTIONS

Custom-designed modules and flexible scheduling available to meet the specific needs of your team or organization.