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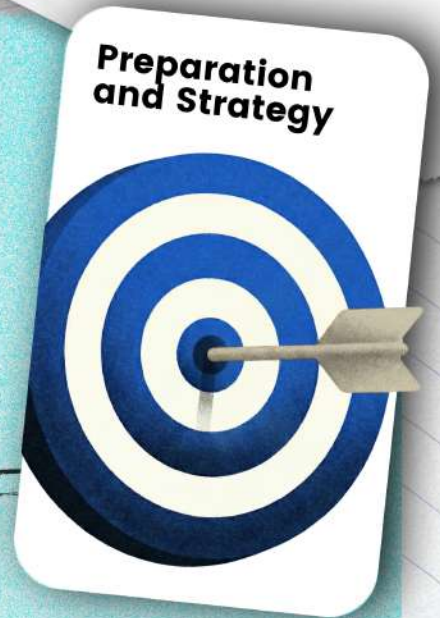
Duration: 16 Hours

BUSINESS NEGOTIATION

Workshop

INSPIRED BY CONTEMPORARY NEGOTIATION IDEAS
AND TECHNIQUES.

This course is independently developed and is not affiliated with or endorsed by the author or publisher.



**Conflict
Management**



**Communication
Techniques**



**Persuasion
Skills**



Funding Support Available

Up to
70%
SkillsFuture
Subsidies

SFC
Eligible

PSEA
Deductible

WWW.HUSTLE.COM.SG

WORKSHOP OUTLINE

THE ART OF BUSINESS NEGOTIATION

Negotiation Principles & Decision-Making Fundamentals

- Understand different negotiation approaches and when to apply them effectively.
- Recognise how emotions, perceptions, and cognitive biases influence negotiation decisions.
- Build a structured mindset for approaching negotiations with clarity and confidence.

Effective Communication & Listening Skills

- Use active listening techniques to understand interests, priorities, and constraints.
- Apply strategic questioning to clarify positions and guide productive discussions.
- Manage tone, pacing, and communication style to maintain control and professionalism.

Leverage, Influence & Negotiation Dynamics

- Identify sources of influence and leverage in negotiation scenarios.
- Manage power imbalances, deadlines, and alternatives responsibly.
- Balance assertiveness with relationship management during negotiations.

Negotiation Planning & Practical Application

- Plan and structure negotiations for common workplace situations.
- Respond effectively to objections, resistance, and challenging behaviours.
- Practise negotiation techniques through role-plays and real-world case studies.



Business Negotiation TGS-2025060202 Funding validity period : 6 Nov 2025 - 5 Nov 2027	Full Course Fee (Before Subsidies)	Singaporeans 21 to 39 yrs old or PR SkillsFuture Funding (Baseline)	Singaporeans 40 yrs old & above SkillsFuture Mid-career Enhanced Subsidy	SME Sponsored SkillsFuture Enhanced Training Support for SMEs
Full Course Fee	\$800.00	\$800.00	\$800.00	\$800.00
SkillsFuture Funding	(\$0.00)	(\$400.00)	(\$560.00)	(\$560.00)
Total Nett Fee	\$800.00	\$400.00	\$240.00	\$240.00
GST (9% x Full Course Fee)	\$72.00	\$72.00	\$72.00	\$72.00
Total Payable Fee	\$872.00	\$472.00	\$312.00	\$312.00

Terms and Conditions:

- For courses commencing on or after 1 Jan 2022, SkillsFuture course funding will be revised to a baseline of 50% subsidy, with an additional 20% subsidy (up to 70% subsidy) for eligible SMEs and Mid-career individuals (Singapore Citizens above 40 years old).
- Course fee subsidy is available for Singapore Citizens aged 21-39 years old or Singapore Permanent Residents 21 years old and above.
- Course fee subsidy is available for Singapore Citizens aged 40 years old and above.
- Course fees are SkillsFuture Credits Eligible.
- This course is conducted in a class-room based learning format.

Training Provider:

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ACADEMY

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