Strategic Negotiation Skills

Category: Professional & Leadership Development | **Vendor:** Various

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format: Instructor Led - Online

Course Overview

Negotiation isn’t just for boardrooms — it’s an everyday skill that can transform how you communicate, influence, and create value. Whether you’re negotiating with clients, colleagues, or vendors, success depends on your ability to prepare effectively, build trust, and reach win-win outcomes. In this dynamic, one-day program, you’ll gain the confidence and tools to navigate any negotiation with clarity and purpose. Through interactive discussions, real-world scenarios, and hands-on practice, you’ll learn how to approach negotiations strategically—from preparation to closing the deal.

About This Course

Negotiation isn’t just for boardrooms — it’s an everyday skill that can transform how you communicate, influence, and create value. Whether you’re negotiating with clients, colleagues, or vendors, success depends on your ability to prepare effectively, build trust, and reach win-win outcomes. In this dynamic, one-day program, you’ll gain the confidence and tools to navigate any negotiation with clarity and purpose. Through interactive discussions, real-world scenarios, and hands-on practice, you’ll learn how to approach negotiations strategically—from preparation to closing the deal.

Who Should Attend

Professionals involved in internal and/or external negotiations will benefit from this course.

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Identify key negotiation concepts, types, and core strategies. Develop essential power skills and a mindset for confident, ethical negotiation. Apply a structured approach to preparing for negotiation, including defining goals and priorities. Determine and use your BATNA, WATNA, and ZOPA to strengthen your position. Craft and deliver effective opening statements that build trust and set the tone. Generate creative options and apply tactics to reach mutually beneficial agreements. Recognize and respond to common negotiation challenges with practical techniques.

Detailed Course Outline

1. Negotiation – Key Concepts

- Negotiation defined
- Negotiation types
- Critical elements in negotiation
- Negotiation Process

2. Negotiation Power Skills

- Positive mindset
- EQ
- Build rapport and trust
- Remain adaptable
- The principle of reciprocity
- Communicate with purpose
- Understand power dynamics
- Manage stress

3. Prepare for Negotiation

- Determine if negotiation is your best path
- Determine negotiation goals and outcomes
- Collect relevant information
- Determine your priorities
- Identify your interests under your position
- Identify your BATNA, WATNA and ZOPA
- Prepare your opening statements
- Setting the stage for success

4. Open the Negotiation

- Establish a positive tone
- Exchange information - identify interests
- Positive dialog

5. Bargain

- Bargaining goal
- Top tips
- Generate options for mutual gain
- Getting to agreement

6. Close the Negotiation

- Strategies for closing the negotiation
- Finalize negotiation
- Top 10 negotiation tips

7. Overcome Negotiation Challenges

- Negotiation challenges
- Power grab moves
- Counter moves

Upcoming Schedule

Available training dates for Strategic Negotiation Skills:

Start Date	End Date	Location	Delivery	Price
08 Dec 2026	08 Dec 2026	Online	Virtual	€795.00

Frequently Asked Questions

Q: What delivery options are available for Strategic Negotiation Skills?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: How many CPD hours does this course provide?

The 1-day Strategic Negotiation Skills course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the Strategic Negotiation Skills training?

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for Strategic Negotiation Skills?

Yes, we provide corporate training, dedicated training, and closed classes for Strategic Negotiation Skills. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: Why choose Nexus Human for Strategic Negotiation Skills?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Strategic Negotiation Skills training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

Professional Training & Development

Email: info@nexushuman.com

Website: www.nexushuman.com

Phone: +353 1 889 8700 (Ireland) | +44 20 8142 8961 (UK)

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