



Consulting and Training | Reach New Heights

Course Name

Commercial Negotiation Skills

Sector Name

Interpersonal Skills and Self Development

Document Type

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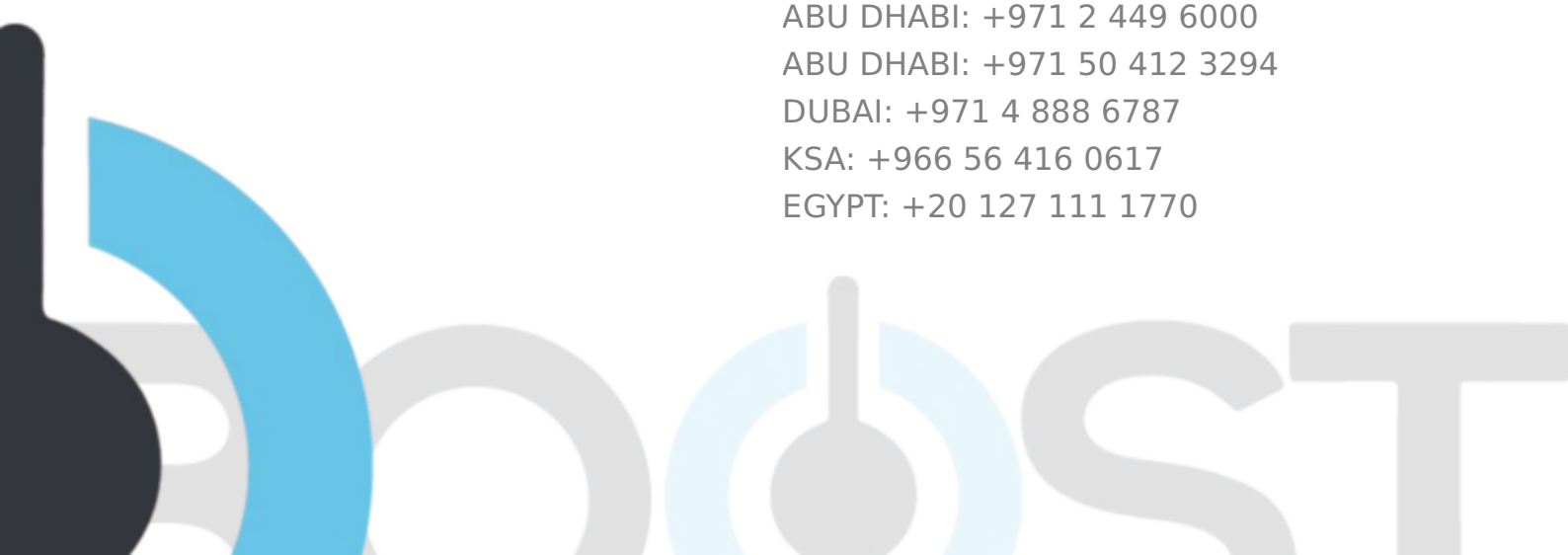
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Commercial Negotiation Skills

Course Introduction

At **Boost Consulting and Training**, our mission is to empower professionals with cutting-edge skills and knowledge. We envision a future where individuals and organizations thrive through continuous learning and development. This course aligns with our commitment to delivering high-quality, impactful training programs tailored specifically for professionals in the UAE and globally.

Commercial Negotiation Skills™

Commercial Negotiation Skills™ is designed to equip participants with the essential tools and techniques needed to excel in negotiation scenarios. In today's competitive business environment, mastering negotiation skills is critical for achieving win-win outcomes and building long-term relationships. This program addresses the unique challenges faced by professionals in sales, procurement, project management, and HR, ensuring that participants can apply their learning across diverse industries.

This course covers key concepts such as negotiation strategies, communication techniques, conflict resolution, and effective bargaining tactics. Participants will explore real-world applications of these skills through case studies, role-playing exercises, and interactive workshops. By the end of the program, participants will

be able to confidently handle negotiations in various contexts, from closing deals to resolving workplace conflicts.

Our training methodology emphasizes hands-on learning, with **30% theoretical content and 70% practical activities**. Each day includes practical exercises, group discussions, and real-world examples to reinforce learning. Participants will also engage in a final workshop to demonstrate their skills and receive personalized feedback.

By investing in this program, organizations and individuals can achieve measurable improvements in performance, productivity, and overall growth. Whether you're a sales professional, procurement manager, or entrepreneur, this course will provide you with actionable insights to elevate your negotiation expertise and drive success.

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Target Audience

- ✓ Business Development Managers and Sales Executives are looking to close deals effectively.
- ✓ Procurement and Supply Chain Specialists aiming to secure favorable terms with suppliers.
- ✓ Project Managers negotiate timelines, budgets, and deliverables with stakeholders.
- ✓ HR Professionals handling salary negotiations or conflict resolution within teams.
- ✓ Entrepreneurs and Business Owners seeking to enhance their negotiation skills for growth opportunities.
- ✓ Participants should have basic communication skills and a foundational understanding of business principles.

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Learning Objectives

- ✓ Master the fundamentals of negotiation strategies and techniques to achieve win-win outcomes in business scenarios.
- ✓ Develop effective communication and persuasion skills to build trust and rapport during negotiations.
- ✓ Learn conflict resolution methods to handle challenging situations and disagreements professionally.
- ✓ Apply practical bargaining tactics to maximize value and minimize concessions in deals.
- ✓ Enhance decision-making abilities by analyzing case studies and real-world negotiation examples.

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Commercial Negotiation Skills

Course Outline

✓ 01 Day One

Foundations of Negotiation

- ✓ Introduction to negotiation principles and their importance in business.
- ✓ Understanding different negotiation styles (competitive vs. collaborative).
- ✓ Key elements of successful negotiations: preparation, communication, and closure.
- ✓ Role of emotional intelligence in building rapport.
- ✓ Case Study: Analyzing a real-world negotiation scenario.

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Course Outline

✓ 02 Day Two

Strategies and Techniques

- ✓ Developing a negotiation strategy: goals, priorities, and alternatives.
- ✓ Effective questioning and active listening techniques.
- ✓ Handling objections and overcoming resistance.
- ✓ Bargaining tactics: when to concede and when to hold firm.
- ✓ Practical Exercise: Simulating a negotiation role-play.

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Course Outline

✓ 03 Day Three

Advanced Skills and Applications

- ✓ Conflict resolution methods in high-stakes negotiations.
- ✓ Cross-cultural negotiation considerations for global deals.
- ✓ Negotiating in teams: aligning objectives and managing dynamics.
- ✓ Closing strategies: securing agreements and ensuring follow-through.
- ✓ Workshop: Participants present their negotiation plans and receive feedback.

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Commercial Negotiation Skills

Course Outline

✓ 04 Day Four

Real-World Applications

- ✓ Negotiating contracts and legal agreements.
- ✓ Managing supplier and vendor relationships.
- ✓ Negotiating salaries and employee benefits.
- ✓ Resolving workplace conflicts through mediation.
- ✓ Case Study: Lessons from successful negotiations in the UAE market.

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Course Outline

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 3, 2027	May 7, 2027	5 days	4950.00 \$	England , London
Jan. 25, 2027	Jan. 29, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
July 18, 2027	July 22, 2027	5 days	4250.00 \$	KSA , Dammam
Oct. 18, 2027	Oct. 22, 2027	5 days	4250.00 \$	UAE , Dubai

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