

Consulting and Training | Reach New Heights

**Course Name**

# Negotiation Skills - Advanced

---

**Sector Name**

Interpersonal Skills and Self Development

**Document Type**

Generated by Boostlab

[Click Here To Visit Course](#)

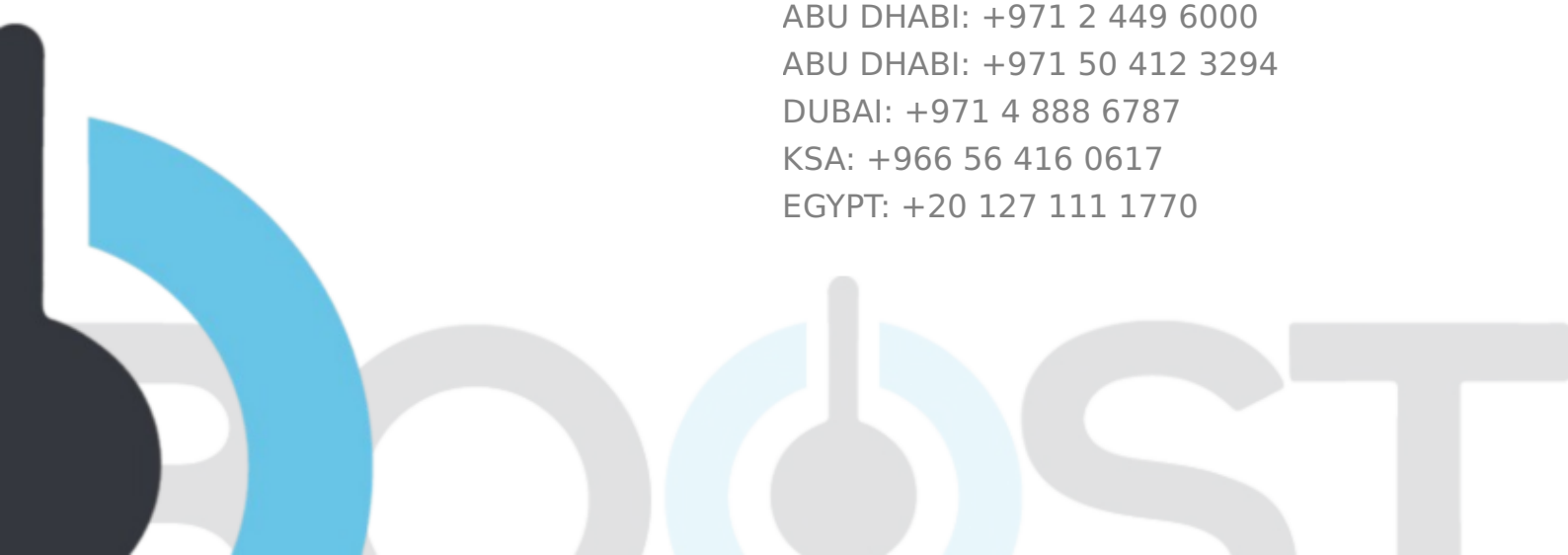
ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770



## Negotiation Skills - Advanced

### Course Introduction

At advanced levels, negotiation is no longer about basic communication or reaching agreement—it becomes a strategic skill that influences outcomes, power dynamics, and long-term relationships. Advanced negotiations often involve complexity, competing interests, pressure, uncertainty, and multiple stakeholders.

Developed by **Boost**, this advanced course is designed for professionals who already understand negotiation fundamentals and want to enhance their strategic negotiation capability. The program focuses on complex negotiation planning, influence techniques, managing power dynamics, and handling difficult negotiation scenarios—without using academic theories or recycled negotiation models.

**Boost's Negotiation Skills - Advanced course** equips professionals to negotiate confidently in high-impact, high-pressure environments.

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



## Negotiation Skills - Advanced

### Target Audience

- ✓ Senior professionals and managers
- ✓ Negotiators handling complex agreements
- ✓ Business development and partnership roles
- ✓ Procurement and contract managers
- ✓ Professionals involved in high-impact decisions

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



## Negotiation Skills - Advanced

### Learning Objectives

- ✓ Design advanced negotiation strategies
- ✓ Manage complex and high-stakes negotiations
- ✓ Use influence and leverage effectively
- ✓ Handle power imbalances professionally
- ✓ Navigate deadlocks and difficult counterparts
- ✓ Achieve sustainable and strategic negotiation outcomes

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



## Negotiation Skills - Advanced

### Course Outline

#### ✓ DAY 01

##### **Advanced Negotiation Strategy**

##### **Module 1: Strategic Thinking in Negotiation**

- ✓ Negotiation as a strategic process
- ✓ Aligning negotiation with objectives
- ✓ Anticipating long-term consequences

##### **Module 2: Structuring Complex Negotiations**

- ✓ Multi-issue and multi-party negotiations
- ✓ Managing negotiation scope and sequence
- ✓ Avoiding tactical traps

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



## Negotiation Skills - Advanced

### Course Outline

#### ✓ Day 02

##### **Power, Influence, and Leverage**

##### **Module 3: Understanding Power Dynamics**

- ✓ Sources of negotiation power
- ✓ Managing asymmetrical power situations
- ✓ Reducing power disadvantages

##### **Module 4: Influence Without Authority**

- ✓ Persuasion in complex environments
- ✓ Using credibility, timing, and framing
- ✓ Ethical influence techniques

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



## Negotiation Skills - Advanced

### Course Outline

#### ✓ Day 03

##### **Managing High-Pressure Negotiations**

##### **Module 5: Negotiating Under Pressure**

- ✓ Time pressure and deadlines
- ✓ Managing stress and emotional tension
- ✓ Maintaining control in difficult situations

##### **Module 6: Handling Tough Negotiators**

- ✓ Aggressive, manipulative, or rigid counterparts
- ✓ Dealing with ultimatums and threats
- ✓ Keeping professionalism under provocation

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



## Negotiation Skills - Advanced

### Course Outline

#### ✓ Day 04

##### **Deadlocks, Trade-Offs, and Value Creation**

##### **Module 7: Breaking Deadlocks**

- ✓ Identifying hidden obstacles
- ✓ Reframing positions into interests
- ✓ Creating movement without concession

##### **Module 8: Advanced Trade-Off Design**

- ✓ Structuring conditional agreements
- ✓ Creating value beyond price
- ✓ Protecting core interests

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



## Negotiation Skills - Advanced

### Course Outline

#### ✓ Day 05

##### **Sustainable Negotiation Outcomes**

##### **Module 9: Closing High-Stakes Negotiations**

- ✓ Securing commitment and alignment
- ✓ Managing final-stage risks
- ✓ Ensuring enforceable agreements

##### **Module 10: Post-Negotiation Review and Learning**

- ✓ Evaluating negotiation outcomes
- ✓ Capturing lessons learned
- ✓ Strengthening personal negotiation capability

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



## Negotiation Skills - Advanced

### Confirmed Sessions

| FROM           | TO             | DURATION | FEES       | LOCATION         |
|----------------|----------------|----------|------------|------------------|
| April 19, 2027 | April 23, 2027 | 5 days   | 2150.00 \$ | Virtual , Online |
| Aug. 9, 2027   | Aug. 13, 2027  | 5 days   | 4950.00 \$ | England , London |
| Oct. 25, 2026  | Oct. 29, 2026  | 5 days   | 4250.00 \$ | KSA , Dammam     |
| Feb. 1, 2027   | Feb. 5, 2027   | 5 days   | 4250.00 \$ | UAE , Dubai      |

ABU DHABI: +971 2 449 6000  
ABU DHABI: +971 50 412 3294  
DUBAI: +971 4 888 6787  
KSA: +966 56 416 0617  
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

[info@boostuae.com](mailto:info@boostuae.com)   [info@boostorg.com](mailto:info@boostorg.com)

Generated by BoostLab •

