



Consulting and Training | Reach New Heights

Course Name

Negotiation Skills for Project Managers

Sector Name

Interpersonal Skills and Self Development

Document Type

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Negotiation Skills for Project Managers

Course Introduction

Negotiation Skills for Project Managers

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 project managers.

Negotiation Skills for Project Managers™ is designed to equip participants with the tools and techniques necessary to excel in negotiation scenarios unique to project management. In today's dynamic business environment, project managers must navigate complex negotiations with stakeholders, team members, vendors, and clients. Mastering these skills is critical for ensuring project success, meeting deadlines, and maintaining budgets.

This course covers key concepts such as stakeholder negotiation strategies, conflict resolution, effective communication, and risk management in project contexts. 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

project management scenarios, from resource allocation to contract agreements.

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 project outcomes, stakeholder satisfaction, and overall growth. Whether you're managing small-scale projects or leading large teams, this course will provide you with actionable insights to enhance your negotiation expertise and drive success.

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Negotiation Skills for Project Managers

Target Audience

- ✓ Project Managers handling cross-functional teams and complex projects.
- ✓ Program Managers oversee multiple projects and portfolios.
- ✓ Team Leads are responsible for resource allocation and task delegation.
- ✓ Procurement Specialists negotiating contracts and supplier agreements.
- ✓ Entrepreneurs managing internal and external project negotiations.

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Negotiation Skills for Project Managers

Learning Objectives

- ✓ Master stakeholder negotiation strategies to ensure alignment and project success.
- ✓ Develop effective communication techniques to build trust and resolve conflicts.
- ✓ Apply risk management principles to anticipate and mitigate negotiation challenges.
- ✓ Learn practical tactics for negotiating timelines, budgets, and deliverables.
- ✓ Enhance decision-making abilities by analyzing real-world project negotiation scenarios.

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Negotiation Skills for Project Managers

Course Outline

✓ 01 Day One

Foundations of Project Negotiation

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

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Course Outline

✓ 02 Day Two

Stakeholder Engagement and Communication

- ✓ Developing a negotiation strategy for stakeholder alignment.
- ✓ Effective questioning and active listening techniques.
- ✓ Handling objections and overcoming resistance from stakeholders.
- ✓ Bargaining tactics: when to concede and when to hold firm.
- ✓ Practical Exercise: Simulating a stakeholder negotiation role-play.

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Course Outline

✓ 03 Day Three

Risk Management and Conflict Resolution

- ✓ Conflict resolution methods in high-stakes project negotiations.
- ✓ Anticipating and mitigating risks during negotiations.
- ✓ Negotiating with cross-functional 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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Negotiation Skills for Project Managers

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 18, 2027	July 20, 2027	3 days	3250.00 \$	Bahrain , Manama
March 15, 2027	March 17, 2027	3 days	3950.00 \$	England , London
Oct. 12, 2026	Oct. 14, 2026	3 days	3250.00 \$	UAE , Abu Dhabi
May 24, 2027	May 26, 2027	3 days	3250.00 \$	UAE , Dubai

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