# Negotiation And Persuasion Skills Training

Duration: **2 Day**

BİLGİNÇ IT Academy
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## Overview

This training aims to equip participants with practical negotiation and persuasion skills that can be applied in business and daily interactions. Through theory and interactive practice, learners will build confidence, develop persuasive communication techniques, and master the art of win-win negotiations.

## Who Should Attend

- Executives and middle-level managers
- Professionals in sales, procurement, HR, and project management
- Individuals seeking to improve influence and negotiation capabilities in their careers

## What You Will Learn

- **Effective Communication:** Develop skills for clear, impactful, and assertive dialogue
- **Persuasion Techniques:** Learn psychological methods to influence others ethically
- **Strategic Negotiation:** Identify different negotiation styles and adapt accordingly
- **Conflict Resolution:** Manage and resolve disputes with confidence and diplomacy
- **Decision-Making:** Make rational, risk-aware, and time-efficient decisions
- **Confidence Building:** Handle negotiation settings with self-assurance and clarity

## Outline

**Module 1: Effective Communication**

- Verbal & nonverbal communication tools
- Active listening and empathy
- Constructive feedback techniques
- Overcoming communication barriers

**Module 2: Persuasion Skills**

- Stages of persuasion
- Persuasion strategies (social proof, authority, scarcity, etc.)

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- How to resist persuasion
- Compelling presentation skills

**Module 3: Negotiation Strategies**

- Negotiation types (competitive, collaborative, compromising)
- Planning for negotiation
- Win-win frameworks
- Negotiation tactics and practice

**Module 4: Conflict Management**

- Understanding conflict types and sources
- Resolution techniques and tools
- Mediation and reconciliation methods

**Module 5: Decision-Making Techniques**

- Structured decision-making processes
- Risk and alternatives assessment
- Group vs. individual decision scenarios

**Module 6: Practical Applications**

- Role-playing exercises
- Real-world scenario simulations
- Group discussions and peer feedback