Negotiation Skills Training

Duration: **2 Day**

BİLGİNÇ IT Academy
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Overview

Successful business relationships often depend on effective negotiation skills. Whether in sales discussions, supplier agreements, project management, or internal collaboration, strong negotiation abilities help professionals achieve sustainable and mutually beneficial outcomes. Negotiation Skills training helps participants improve communication, persuasion, and strategic negotiation capabilities.

Negotiation Skills training offered by Bilginc is designed for professionals who want to strengthen negotiation techniques, improve business communication, and create win-win outcomes in professional environments.

What is Negotiation Skills Training?

Negotiation Skills is a professional development program focused on managing negotiation processes effectively in business environments. Participants gain practical knowledge in preparation strategies, communication methods, persuasion techniques, and conflict management.

Benefits of Negotiation Skills Training

- Improves negotiation capabilities
- Strengthens communication and persuasion skills
- Enhances professional relationships
- Supports conflict management
- Develops strategic thinking abilities
- Builds professional credibility and trust

Who Should Attend

This training is ideal for:

- Sales professionals
- Team leaders
- Managers and executives
- Procurement specialists
- Project managers
- Business development teams
- Professionals seeking stronger negotiation skills

What You Will Learn

During this training, participants will learn how to:

- Apply effective negotiation techniques
- Improve strategic communication skills
- Create win-win negotiation approaches
- Manage difficult negotiation situations
- Strengthen persuasion and relationship management abilities

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Outline

1. Fundamentals of Negotiation

Explore the core principles of successful negotiation and their application in professional business settings.

2. Preparation and Strategy Development

Learn planning methods, goal-setting techniques, and negotiation strategies before entering discussions.

3. Communication and Persuasion Techniques

Develop active listening, persuasive communication, and relationship-building skills.

4. Managing Difficult Negotiation Situations

Understand how to manage pressure, conflict, and challenging negotiation scenarios effectively.

5. Agreement and Relationship Management

Discover trust-based negotiation approaches that support long-term professional relationships.