

# Strategic Negotiation Skills

**Category:** Business Skills | **Vendor:** Leadership & Professional Development

**Duration:** 16.00 hours (2 days)

**13.0 CPD Hours**

**Rating:** ★ 4.6 (5,878 reviews)

## Course Information

**Delivery Format:** Instructor Led - Online

## Course Overview

Students will learn the essential strategies and techniques needed to guide negotiations from opening discussions through to a positive result. Students will leave with practical solutions to negotiating effectively. Private classes on this topic are available. We can address your organization's issues, time constraints, and save you money, too. Contact us to find out how.

## About This Course

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## Who Should Attend

Professionals involved in internal and/or external negotiations will benefit from this course.

# Learning Outcomes

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**Upon successful completion of this course, participants will be able to:**

Develop the necessary skills to negotiate like a pro Prepare for a negotiation applying best practices Utilize industry-standard tools and techniques Create your Best Alternative to a Negotiated Agreement (BATNA) Build common ground and consensus in your negotiation strategies Negotiate with experts to develop your skills for success

## Additional Course Details

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Nexus Humans Strategic Negotiation Skills training program is a workshop that presents an invigorating mix of sessions, lessons, and masterclasses meticulously crafted to propel your learning expedition forward.

This immersive bootcamp-style experience boasts interactive lectures, hands-on labs, and collaborative hackathons, all strategically designed to fortify fundamental concepts.

Guided by seasoned coaches, each session offers priceless insights and practical skills crucial for honing your expertise. Whether you're stepping into the realm of professional skills or a seasoned professional, this comprehensive course ensures you're equipped with the knowledge and prowess necessary for success.

While we feel this is the best course for the Strategic Negotiation Skills course and one of our Top 10 we encourage you to read the course outline to make sure it is the right content for you.

Additionally, private sessions, closed classes or dedicated events are available both live online and at our training centres in Dublin and London, as well as at your offices anywhere in the UK, Ireland or across EMEA.

# Frequently Asked Questions

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## **Q: What delivery options are available for Strategic Negotiation Skills?**

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
  - Traditional Instructor-Led Classroom Training (ILT)
  - On-site delivery at your offices anywhere in United Kingdom
  - Private dedicated courses customized for your team
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## **Q: How many CPD hours does this course provide?**

The 2-day Strategic Negotiation Skills course provides up to 13.0 CPD hours of structured learning. CPD certificates can be provided upon request.

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## **Q: What is the duration of the Strategic Negotiation Skills training?**

The training takes place over 2 day(s), with each day lasting approximately 16.00 hours including breaks for lunch and refreshments.

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## **Q: Do you provide corporate training for Strategic Negotiation Skills?**

Yes, we provide corporate training, dedicated training, and closed classes for Strategic Negotiation Skills. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

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## Q: Why choose Nexus Human for Strategic Negotiation Skills?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

## Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Strategic Negotiation Skills training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

# Nexus Human

## Professional Training & Development

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