



Training Course	Negotiations Skills
Course Language	English or Arabic
Course Duration	15 hours
Course Objectives	Negotiations are an integral component of work life. In this negotiation training program, professionals of all levels gain negotiation skills for use in any career. You practice tactics with fellow participants in a variety of situations.
Course Content	Course Key Topic Area Includes: <ul style="list-style-type: none">• Decide which approach to take when negotiating in a range of contexts• Use the 'principle based' negotiation model• Planning approach to a negotiation• Mapping needs and concerns during a negotiation• Developing options and outcomes using win/win principles• Handling the 'people' side of negotiation• Responding to problematic situations which occur during negotiations
Target Audience	This course is suitable for all managers, team leaders, supervisors..
Course Material /Technology used/ Details Relevant to the course.	PowerPoint presentation Lectures Group discussions and presentations Case studies and scenarios
Course Fees	QAR 1700 15% discount on online registration and payment.