Advanced Negotiation Skills: Mastering Negotiation Skills

7 – 11 December 2026
Barcelona (Spain)



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MERCURY

Advanced Negotiation Skills: Mastering Negotiation Skills

Ref: 121280_1025770 **Date:** 7 – 11 December 2026 **Location:** Barcelona (Spain) **Fees:** 5600 Euro

Introduction to Advanced Negotiation Skills

This course provides an in-depth exploration of negotiation principles, complex bargaining frameworks, and strategic communication approaches used in high-level negotiations. It equips participants with the tools required to navigate challenging discussions, resolve conflicts, and secure mutually beneficial outcomes. The program emphasizes advanced negotiation methods applied in business, leadership, and cross-functional environments. It also develops analytical decision-making and persuasive influence skills essential for modern professionals. Participants will learn structured negotiation strategies and practical models used by negotiation experts across industries. By the end of the course, learners will confidently and effectively lead negotiation processes.

Targeted Groups

This Advanced Negotiation Skills: Mastering Negotiation Skills targets professionals seeking specialized knowledge and skills:

- Managers are seeking stronger negotiation techniques.
- Team leaders managing cross-department negotiations.
- Business professionals are involved in strategic discussions.
- Procurement and supply chain specialists negotiating contracts.
- Project managers handling stakeholder expectations.
- HR professionals are engaged in employee-related negotiations.
- Sales professionals working in competitive markets.
- Executives aiming to strengthen conflict resolution capabilities.

Course Objectives

Participants will achieve the following objectives by completing the Advanced Negotiation Skills: Mastering Negotiation Skills course:

- Understand advanced negotiation concepts applied in business environments.
- Strengthen analytical decision-making in negotiation processes.
- Improve planning and preparation for complex negotiation cases.
- Apply structured approaches to influence and persuasion.
- Manage high-pressure dialogue with confidence and clarity.
- Build strategic communication skills that support negotiation outcomes.
- Identify interests, positions, and leverage points in discussions.
- Use conflict management techniques to handle difficult situations.
- Develop multi-party negotiation skills with practical applications.

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- Enhance professional negotiation behavior in leadership contexts.

Targeted Competencies

Participants will gain the following competencies during the program:

- Advanced interpersonal communication skills.
- Strong negotiation analysis and preparation capabilities.
- Effective influence and persuasion techniques.
- Conflict resolution and problem-solving skills.
- Strategic thinking in negotiation scenarios.
- Professional decision-making under pressure.
- Ability to manage multi-stakeholder discussions.
- Confidence in conducting high-level dialogue.
- Constructive handling of objections and resistance.

Studying Scenarios for Mastering Negotiation Skills

In this training, participants will develop their skills through the analysis of the following scenarios:

- Negotiating contract terms with a high-value supplier.
- Managing disputes between internal departments.
- Handling salary and promotion discussions.
- Leading multi-party business negotiations.
- Navigating cultural differences in international negotiations.
- Resolving stakeholder conflicts in project settings.
- Securing agreements with rugged or resistant counterparts.

Course Content

Unit 1 - Foundations of Advanced Negotiation Strategies

- Principles of high-level negotiation in professional environments.
- Understanding interests, positions, and motives.
- Elements of value creation and value claiming.
- Power dynamics and leverage in negotiation.
- Standard negotiation models are used in business.
- Barriers to effective negotiation and how to overcome them.
- Communication fundamentals that shape negotiation outcomes.
- Using emotional intelligence to improve negotiation effectiveness.

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Unit 2 - Strategic Negotiation Planning and Preparation

- Structuring a negotiation plan using advanced analytical tools.
- Assessing negotiation objectives and desired outcomes.
- Identifying strategic alternatives and fallback options.
- Evaluating counterpart strengths, weaknesses, and motivations.
- Developing persuasive arguments supported by data.
- Anticipating obstacles and planning strategic responses.
- Building negotiation confidence through structured preparation.
- Aligning negotiation strategy with organizational goals.

Unit 3 - Persuasion, Influence, and Communication in Negotiation

- Principles of influence in business negotiation.
- Advanced verbal and non-verbal communication techniques.
- Constructive questioning methods to uncover information.
- Managing silence, timing, and pacing during discussions.
- Techniques for reframing conversations to shift perspectives.
- Using logic and emotional appeal in persuasion.
- Strengthening message clarity in high-pressure conversations.
- Aligning communication style with negotiation objectives.

Unit 4 - Managing Complex and High-Conflict Negotiations

- Techniques for handling difficult negotiators.
- Approaches for reducing tension and preventing escalation.
- Conflict resolution methods applied to the negotiation context.
- Strategies for managing multi-party negotiation settings.
- Responding to aggressive or manipulative tactics ethically.
- Maintaining professional composure under pressure.
- Turning conflict into opportunities for better agreements.
- Structuring compromise without losing value.

Unit 5 - Practical Applications and Real-World Negotiation Scenarios

- Simulating negotiation cases based on real business settings.
- Applying negotiation frameworks to organizational decisions.
- Evaluating negotiation outcomes to identify improvement areas.
- Practicing advanced problem-solving approaches.
- Strengthening collaboration in multi-stakeholder environments.
- Developing a long-term negotiation strategy for professional growth.
- Learning from negotiation failures and challenging experiences.
- Building continuous negotiation improvement habits.

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Final Insights & Key Takeaways

This course empowers participants with advanced negotiation strategies that elevate their professional influence and enhance their decision-making capacity. It equips them with the structured tools required to lead complex negotiations and secure impactful long-term agreements.