

# Negotiation Skills for Successful Agreements

## Strategies, communication, and behavioral skills for effective negotiations

2 DAYS WORKSHOP | MIN PARTICIPANTS | Available Languages: DE+EN

SOFT SKILLS

AVIATIONNOW.ACADEMY

### Description

Successful agreements depend not only on strong contracts but also on the ability to negotiate them effectively. This interactive training focuses on the core negotiation skills required to achieve balanced, sustainable, and mutually beneficial agreements in professional environments. Over the course of two intensive training days, participants develop practical negotiation capabilities that help them navigate complex discussions, manage competing interests, and achieve constructive outcomes in business negotiations.

Participants explore the behavioral, psychological, and strategic aspects of negotiation, learning how to prepare for negotiations, analyze stakeholder interests, and structure discussions to achieve constructive results. The course introduces proven negotiation frameworks and practical communication techniques that help participants navigate complex discussions, manage conflicts, and build trust with negotiation partners. Special attention is given to understanding negotiation dynamics, identifying interests behind stated positions, and developing strategies that balance assertiveness with collaboration. Through practical exercises, group discussions, and negotiation simulations, participants develop the ability to manage negotiation dynamics, handle pressure during discussions, and guide negotiations toward productive and mutually beneficial results. Particular attention is given to understanding negotiation styles, identifying the underlying interests of negotiation partners, and using structured preparation to strengthen confidence and performance during negotiations. Participants also learn how to reflect on their own negotiation behavior and apply practical techniques to continuously improve their negotiation effectiveness.

### Target group

- Professionals involved in negotiations with clients, partners, or suppliers
- Commercial and business development professionals
- Managers responsible for contracts and partnerships
- Project managers and team leaders
- Anyone seeking to strengthen professional negotiation skills

### Learning objectives

- Understand the fundamental principles of successful negotiations and how structured negotiation approaches support balanced agreements.
- Analyze interests, motivations, and negotiation positions of stakeholders to better understand objectives and potential areas of alignment.
- Apply structured preparation techniques for negotiation situations, including defining goals, priorities, and negotiation options.
- Develop negotiation strategies for complex discussions that balance assertiveness, collaboration, and long-term relationships.
- Improve communication and persuasion techniques during negotiations to present arguments clearly and influence discussions effectively.
- Recognize negotiation styles and behavioral patterns in yourself and others to adapt communication and negotiation approaches.
- Manage difficult negotiation situations and conflicts constructively, maintaining focus on solutions and mutually beneficial outcomes.
- Strengthen confidence and professional presence during negotiations, particularly in challenging negotiation dynamics.
- Use questioning techniques to uncover underlying interests and priorities not immediately visible in negotiation positions.
- Reflect on personal negotiation style and identify opportunities to improve negotiation performance.

### Course outcomes

- Understanding of negotiation dynamics, behavioral patterns, and communication strategies that influence successful negotiations.
- Knowledge of structured negotiation frameworks, including preparation techniques, stakeholder analysis, and negotiation planning.
- Ability to conduct effective negotiations, balancing assertiveness, collaboration, and long-term relationship building.

**Class location:** Classroom training in Europe, or worldwide in-company

**Included:** course material, certificate

