

Corporate Training



Leadership Negotiation & Business Development

Programme Aim:

A dynamic, hands-on workshop designed to empower professionals with the strategies and tools needed to negotiate confidently and effectively. Through a blend of real-world simulations, case studies, and expert-led exercises, participants will learn to structure winning negotiation strategies, manage difficult conversations, and avoid common pitfalls. The program focuses on strengthening personal influence and organizational success through skillful negotiation.

Mode of Delivery:

Hybrid & Online learning with guided activities.

Duration:

Duration: 1 Day **OR** 2 Days **OR** 3 Days

Module Structure:

1. Introduction to Key Concepts
2. Quick Wins
3. Core Principle & Problem Solving
4. Application & Skills Development
5. Strategic Application
6. Execution & Leadership