LEGAL & COMMERCIAL

LC20 Negotiation Skills for Business Success

This course equips professionals with the knowledge and confidence to navigate negotiation challenges across a range of business contexts. Participants will develop a strategic understanding of negotiation processes, while honing practical skills in communication, preparation, and conflict management. By exploring the dynamics of stakeholder relationships, cultural sensitivity, and deal finalisation, delegates will emerge better prepared to influence outcomes, secure value, and strengthen partnerships. The course is grounded in contemporary business challenges and supports effective negotiation both within organisations and with external partners.

Course Information

Duration: 5 days

London (£4950): 26th January 2026, 20th April 2026, 15th June 2026, 3rd August 2026, 28th September 2026, 16th November 2026, 25th January 2027, 19th April 2027, 28th June 2027, 16th August 2027, 11th October 2027, 29th November 2027, 6th March 2028

Dubai (£4950): 9th February 2026, 18th May 2026, 12th October 2026, 14th December 2026, 25th January 2027, 20th September 2027

Kuala Lumpur (£4950): 24th August 2026

Barcelona (£4950): 26th January 2026, 17th August 2026, 1st February 2027, 12th April 2027, 28th June 2027

Milan (£4950): 15th June 2026, 26th April 2027, 12th July 2027

Paris (£4950): 11th May 2026, 22nd March 2027, 18th October 2027

Athens (£4950): 1st March 2027, 5th July 2027

Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

Who is the course suitable for?

This course is designed for professionals from any sector who engage in negotiations as part of their role. It is particularly suited to those looking to build confidence, strengthen strategic thinking, and improve their communication effectiveness in negotiation settings. Whether working with clients, suppliers, cross-functional teams, or senior stakeholders, participants will benefit from a structured approach to negotiation that is adaptable, ethical, and outcomes-focused.

Course profile

Principles of Effective Negotiation

- Understanding the principles of negotiation
- Identifying negotiation styles and assessing your personal approach
- Differentiating between competitive and collaborative negotiations
- Exploring ethics, trust, and credibility in negotiation settings
- Recognising the stages of a successful negotiation process

Strategic Planning and Preparation

- Defining interests, positions, and priorities (BATNA, WATNA, ZOPA)
- Conducting stakeholder analysis and mapping power dynamics
- Gathering and using data to strengthen preparation
- Developing a negotiation plan and scripting key stages
- Planning for objections, counteroffers, and concessions

Tools and Techniques for Negotiation Success

- Applying persuasive communication and framing techniques
- Using AI-powered tools for deal preparation and intelligence
- Leveraging data visualisation and scenario planning
- Enhancing listening, questioning, and influencing skills
- Building trust and managing emotional dynamics

Managing Challenging Negotiation Scenarios

- Managing deadlocks, impasses, and high emotion
- Navigating manipulative tactics and difficult behaviours
- Escalating or de-escalating negotiations appropriately
- Re-negotiating contracts and agreements under pressure

Negotiating Across Cultures and Closing the Deal

- Recognising cultural influences on negotiation norms
- Using language and non-verbal cues effectively across cultures
- Closing negotiations and formalising agreements
- Conducting post-negotiation reviews and relationship-building

Competencies

At the end of this course, delegates will be able to:

- Apply structured negotiation strategies across a variety of business contexts
- Prepare effectively by assessing interests, stakeholders, and power dynamics
- Adapt negotiation style to suit collaborative or competitive environments
- Communicate with influence using persuasive and active listening techniques
- Manage conflict, resistance, and breakdowns in negotiation
- Leverage technology and data to enhance negotiation outcomes
- Navigate cultural differences and manage global negotiations confidently
- Close deals effectively and build long-term stakeholder trust

Course Booking

Call us: +44 (0) 207 724 6007

Email us: training@lmcuk.com

www.lmcuk.com

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