Elevora
Global Training

COURSE BROCHURE

Negotiation and Influencing Skills

Leadership & Management

Most demanded

Code	Duration	Formats	Language	Certificate
LM-107	5 or 10 days	Classroom, live online, in-house, blended	English or Arabic	Certificate of completion

A practical leadership and management course covering principles of principled negotiation, preparation, BATNA and ZOPA and influence tactics and persuasion. Run as a 5-day core or 10-day extended programme, in 16 cities, live online or in-house, and fully customisable for your team.

About this course

Negotiation and Influencing Skills gives delegates a structured, practical understanding of principles of principled negotiation and preparation, BATNA and ZOPA, then builds the skills to apply influence tactics and persuasion, handling difficult negotiators and closing and securing agreement in real work. Sessions are led by practitioners with at least 15 years in the field.

What you will learn

- Principles of principled negotiation
- Preparation, BATNA and ZOPA
- Influence tactics and persuasion
- Handling difficult negotiators
- Closing and securing agreement

Who should attend

Managers, heads of department, team leaders and high-potential staff preparing for broader leadership roles.

5-day course outline

Day 1	**Principles of principled negotiation**	Concepts, standards and terminology, with a diagnostic exercise to baseline the group.
Day 2	**Preparation, BATNA and ZOPA**	Methods and tools explained step by step, with worked examples from real operations.
Day 3	**Influence tactics and persuasion**	Hands-on practice in small groups using realistic data, cases and templates.
Day 4	**Handling difficult negotiators**	Case studies of successes and failures, and how to apply the lessons in your organisation.
Day 5	**Closing and securing agreement**	Integration exercise, final knowledge check and a personal action plan.

10-day extended programme

Includes the full 5-day outline, plus a second week of applied work:

Day 6	**Applied workshop: Principles of principled negotiation** — Deeper practice with your own data or site examples.
Day 7	**Applied workshop: Preparation, BATNA and ZOPA and influence tactics and persuasion** — Group exercises that combine methods from week one.
Day 8	**Field case study: Handling difficult negotiators** — A detailed industry case worked through from start to finish.
Day 9	**Advanced practice: Closing and securing agreement** — Tools, templates and checklists to take back to work.
Day 10	**Assessed project and presentation** — Each delegate presents an improvement plan and completes the final assessment.

Upcoming classroom dates

More dates, cities and live online sessions on request.

Dates	City	Length	Fee per delegate
9 Nov 2026 to 13 Nov 2026	Dubai	5 days	**$2,450**
14 Dec 2026 to 25 Dec 2026	Dubai	10 days	**$4,450**
10 Jan 2027 to 14 Jan 2027	Riyadh	5 days	**$2,450**
8 Feb 2027 to 19 Feb 2027	London	10 days	**$6,250**
15 Mar 2027 to 19 Mar 2027	London	5 days	**$3,450**

Fees per delegate (2026 to 2027)

Format	5 days	10 days
Classroom: Dubai, Istanbul, Cairo, Kuala Lumpur	**$2,450**	**$4,450**
Classroom: London, Europe, Singapore	**$3,450**	**$6,250**
Live online	**$1,450**	**$2,650**
In-house, group of up to 15	**From $12,900**	**From $23,500**

Classroom fees include tuition, materials, lunch and refreshments, and a certificate. 10% group saving for 3 delegates, 15% for 5 or more.

Tailored to your team

Change the level, language, length (1 to 20 days) and format, add topics from other courses or entirely new topics, and include your own case studies, site visits or exam preparation. Build it online for an instant indicative fee.

Register or request an in-house proposal

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