



**Intensive Programme**  
**Advanced Negotiating**  
**Techniques**

**30 h**

## To whom it is addressed:

- This course is designed for professionals at all levels who want to enhance their negotiation skills in English.
- It is suitable for individuals working in various fields, including sales, procurement, project management, human resources, and general management in an international setting.
- It is also beneficial for entrepreneurs and individuals looking to build and improve their negotiation skills to achieve better outcomes in an international environment.

## Goals:

- The main goal of the course is to provide participants with advanced negotiation techniques and strategies to enhance their effectiveness in various business scenarios.
- The course aims to develop participants' skills in planning and executing successful negotiations, utilizing advanced influencing and persuasive techniques, and improving their ability to adapt and navigate complex negotiation dynamics.
- Ultimately, this course pursues to equip participants with the tools needed in order to achieve optimal outcomes in any negotiation.

## Competences to be acquired:

By attending this Negotiation course, participants will acquire a range of competences that will significantly enhance their negotiation abilities.

Participants will learn how to effectively plan and prepare for negotiations, distinguish and utilize the different common negotiation behaviors, employ the language of negotiators and improve their written communication skills for negotiating.

They will also acquire skills to build and maintain strong relationships with negotiators from diverse cultures with the aim achieving win-win outcomes.




## Methodology:

- Classes are **face to face** in the Business School. You can also attend **in streaming**.
- Two days per week
- The lessons are dynamic and interactive.
- Our teachers are professionals very experienced in the field as well as teaching.
- The course is taught **in English** (by native English speakers)
- Ongoing assessment

## Academic content:

- The Negotiation course is a comprehensive program designed to provide participants with a holistic understanding of advanced negotiation techniques.
- The program will cover topics such as the primary negotiating strategies, effective negotiation planning, the language of negotiations, how to negotiate with different cultures, the Harvard negotiating model, understanding your negotiating style, written communication for negotiations, analysing your BATNA and understanding your negotiation style.
- The course will incorporate a mix of interactive discussions, case studies, role-playing simulations to provide participants with practical exposure and opportunities to practice their newly acquired skills.



 Dates	 Duration	 Fees
From 3rd June to 3rd July	<b>30 h.</b>  Two days per week Tuesday and Thursday  From 19h to 22h	<b>520€</b>  Subsidiable by FUNDAE

The 30-hr International Finances course is part of the **International Business Management Programme**.

The **IBM programme** is taught in 5 independent modules. It is possible to register, separately, for those modules that suit you best or study the whole programme.

For further information, please contact us.

**Business School**

Madrid Chamber of Commerce

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