

Winning Skills and Tools for Negotiation

Learn how to navigate the psychology of negotiation

Date: Oct. 6, 2026

Duration: 3 days

Mode of Delivery: Hybrid

Overview

Negotiation shows up everywhere, from resolving workplace disagreements to securing business partnerships, managing labour relations, navigating community issues, and even sourcing equipment or services. Yet every negotiation setting is different, and so are the tactics, styles, and emotional dynamics at play. To achieve favourable outcomes, professionals need a toolkit that goes beyond intuition or past experience.

This programme introduces negotiation as both an art and a science. Participants will explore proven approaches such as principled negotiation from the Harvard model, alongside practical tools for understanding motives, reading situations, and communicating with clarity. With a strong emphasis on preparation, emotional awareness, and the interpretation of facts and figures during engagements, the programme equips participants to adapt their style, counter common negotiation ploys, and secure better outcomes. Real-life exercises and interactive sessions ensure that learning is both practical and immediately applicable.

Learning Objectives and Benefits

Participants on this programme will:

- Gain a strategic framework for preparing and approaching different negotiation encounters.
- Strengthen communication and psychological awareness throughout the negotiation process.
- Understand negotiation styles, avoid common ploys, and engage more confidently and effectively.

PROGRAM FEE: N850,000

Who should attend

The Winning Skills and Tools for Negotiation Programme is designed for professionals who frequently engage in deal-making, conflict resolution, or bargaining on behalf of their organisations. It is ideal for procurement officers, trade union representatives, HR managers, lawyers, and marketing or sales personnel who must negotiate terms, agreements, or relationships. The programme also benefits public relations executives, bank negotiators, and others whose roles require skillful navigation of diverse negotiation scenarios.

Structure and Curriculum

- Preparing for negotiation: understanding the scientific side of negotiation
- The conceptual and strategic framework for negotiating
- Negotiation process
- Negotiation styles
- Claiming value in buyer–seller negotiations
- Creation of value in buyer–seller negotiations
- Psychology of negotiation: mental roadblocks to creating value in negotiation
- Negotiating with banks
- Negotiating with host communities
- Negotiating career advancement
- Negotiating with unions
- Negotiation techniques and ploys

Secure Your Spot / Need to Know More?

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