

Effective Negotiation Persuasion and Critical Thinking Training Course

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Course Overview:

The course is designed to equip professionals with the critical skills necessary for mastering negotiation, persuasion, and critical thinking in business contexts. This course delves into Effective Negotiation Skills, Persuasion Techniques in Negotiation, and Critical Thinking in Business, providing participants with practical tools to enhance their Persuasive Communication and Emotional Intelligence in Negotiation. Through this course, attendees will learn Mind Persuasion Techniques and explore strategies for Public Opinion Mobilization, enabling them to influence and guide others effectively. Participants will also engage in Negotiation and Mediation Training, developing Advanced Negotiation Tactics and Leadership Persuasion Skills that are crucial in today's dynamic business environment.

Target Audience:

- Senior Executives
- HR Professionals
- Business Strategists
- Project and Product Managers
- Leaders and Managers

Targeted Organizational Departments:

- Human Resources
- Operations
- Strategic Planning
- Marketing and Sales
- Research & Development

Targeted Industries:

- Technology and IT
- Healthcare
- Financial Services
- FMCG and Retail
- Consulting
- Education

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Course Offerings:

By the end of this course, participants will be able to:

- Sharpen their Effective Negotiation Skills.
- Master Persuasion Techniques in Negotiation.
- Develop and apply Critical Thinking in Business scenarios.
- Utilize Emotional Intelligence in Negotiation for better outcomes.
- Implement Conflict Resolution Strategies effectively.
- Engage in Public Opinion Mobilization and Strategic Thinking in Negotiation.
- Use Tools for Effective Negotiation and System Thinking in Business to solve complex problems.

Training Methodology:

The course employs a combination of lectures, interactive sessions, group work, and case studies to ensure complete learning. Participants will explore Mind Persuasion Techniques through real-world examples and engage in role-plays that simulate challenging negotiation scenarios.

Course Toolbox:

- Persuasion Techniques Workbook
- Public Opinion Mobilization Framework
- Online Resources and Reading Materials
- Case Study Templates

Course Agenda:

Day 1: Foundations of Persuasion and Communication

- **Topic 1:** Understanding Berlo's Communication Model in Depth
- **Topic 2:** The Science and Art of Mind Persuasion
- **Topic 3:** Barriers to Effective Communication and Persuasion
- **Topic 4:** Exploring the Regime of Truth in Persuasion
- **Topic 5:** Essential Persuasion Skills for Leaders
- **Topic 6:** Personality Traits of Powerful Persuaders
- **Reflection & Review:** Reflect on the fundamentals of persuasion and communication.

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Day 2: Advanced Persuasion Techniques and Public Opinion Mobilization

- **Topic 1:** Beyond The 6 Principles of Persuasion
- **Topic 2:** Debunking Persuasion Myths
- **Topic 3:** Pre-Persuasion Checklist: Preparing for Influence
- **Topic 4:** Understanding the Nature of Opinions and Opinion Change
- **Topic 5:** Tools for Mobilizing Public Opinion
- **Topic 6:** Ethical Considerations in Persuasion Strategies
- **Reflection & Review:** Review how advanced persuasion techniques can mobilize public opinion.

Day 3: Strategic Negotiation and Conflict Resolution

- **Topic 1:** Elements and Factors Affecting Negotiation
- **Topic 2:** Emotional Intelligence in Negotiation
- **Topic 3:** Understanding Interests, Commitments, and Communication in Negotiation
- **Topic 4:** Applying Flexibility in Negotiation Strategies
- **Topic 5:** Planning and Executing Successful Negotiations
- **Topic 6:** The Role of Relationships and Alternatives in Negotiation
- **Reflection & Review:** Reflect on the integration of emotional intelligence and strategic negotiation.

Day 4: Advanced Negotiation Tactics and Techniques

- **Topic 1:** The Chimp Paradox: Managing Emotions in Negotiation
- **Topic 2:** Understanding and Using the Thomas-Kilmann Conflict Resolution Model
- **Topic 3:** Assertiveness and Negotiation: Finding Balance
- **Topic 4:** Commercial Negotiations: A Holistic Approach
- **Topic 5:** Strategic Thinking in Negotiation: A Systemic Approach
- **Topic 6:** Closing Negotiation: Techniques and Best Practices
- **Reflection & Review:** Review advanced negotiation tactics and how to close negotiations effectively.

Day 5: Critical Thinking for Effective Decision-Making

- **Topic 1:** The Role of Critical Thinking in Business Decision-Making
- **Topic 2:** Understanding Fast and Slow Thinking Modes
- **Topic 3:** Tools for Enhancing Critical Thinking: SCAMPER and Six Thinking Hats
- **Topic 4:** Applying System Thinking in Critical Business Decisions
- **Topic 5:** Creative Problem-Solving Techniques: Convergent vs. Divergent Thinking
- **Topic 6:** Using Critical Thinking to Evaluate Arguments and Evidence
- **Reflection & Review:** Final review and course wrap-up, focusing on integrating critical thinking with persuasion and negotiation.

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How This Course is Different from Other Negotiation Courses:

The course stands out by combining traditional negotiation tactics with advanced Persuasion Techniques, Critical Thinking methodologies, and Emotional Intelligence. Unlike other courses, this program emphasizes practical application through role-plays, case studies, and real-world scenarios. The course also integrates System Thinking and Public Opinion Mobilization strategies, providing a holistic approach to negotiation and persuasion.

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Training Course Categories

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- Agribusiness & Food Security Training Courses
- Aviation Management and Operations Training Courses
- Certified Courses By International Bodies
- Communication and Public Relations Training Courses
- Crisis Management and Business Continuity Training Courses
- Data Analytics Training and Data Science Courses
- Digital Government & Public Service Training Courses
- Education and Learning Development Training Courses
- Environment & Sustainability Training Courses
- Facilities and Real Estate Training Courses
- Finance and Accounting Training Courses
- Governance, Risk and Compliance Training Courses
- Healthcare Management Training Courses
- Heritage Conservation and Museum Management Training Courses
- Hospitality and Tourism Training Courses
- Human Resources Training and Development Courses
- IT Security Training & IT Training Courses
- Leadership and Management Training Courses
- Legal Training, Procurement and Contracting Courses
- Maintenance Training and Engineering Training Courses
- Marketing, Customer Relations, and Sales Courses
- NGO, Humanitarian and Development Management Training Courses
- Occupational Health, Safety and Security Training Courses
- Oil & Gas Training and Other Technical Courses
- Personal & Self-Development Training Courses

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Training Course Categories

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- Secretarial and Administration Training Courses
- Shipping, Maritime and Ports Training Courses

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