



# NIMBLE FOUNDATION

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## Negotiation Skills Training Program

### How will the workshop help you?

#### 1. Build Strong Negotiation Confidence

Many people hesitate during important discussions because they lack confidence. This program helps participants communicate clearly, stay calm under pressure, and negotiate with confidence in professional and personal situations.

#### 2. Improve Communication Skills

Successful negotiation depends on effective communication. Participants will learn how to present ideas persuasively, listen actively, and create meaningful conversations that lead to better outcomes.

#### 3. Achieve Win-Win Results

The workshop focuses on creating solutions that benefit all parties involved. Participants will learn how to handle conflicts professionally and build long-term relationships through positive negotiation strategies.

#### 4. Strengthen Decision-Making Abilities

Negotiation often requires quick thinking and smart decision-making. The training helps participants analyze situations, evaluate options, and make confident decisions during discussions.

#### 5. Handle Difficult Conversations Effectively

Participants will learn techniques to manage objections, disagreements, and challenging conversations while maintaining professionalism and emotional control.



### Core Areas Covered

#### Fundamentals of Negotiation

- Understanding the principles of negotiation
- Types of negotiation styles
- Importance of preparation and planning
- Building negotiation confidence

#### Communication Skills for Negotiation

- Active listening techniques
- Asking effective questions
- Persuasive communication
- Understanding verbal and non-verbal communication

#### Negotiation Strategies

- Win-win negotiation methods
- Handling objections professionally
- Bargaining and compromise techniques
- Managing emotions during negotiation

#### Conflict Resolution

- Resolving disagreements calmly
- Building trust and mutual respect
- Managing difficult personalities
- Creating positive outcomes

#### Practical Exercises

- Negotiation role plays
- Real-life case studies
- Group discussions
- Interactive activities for skill development

#### Benefits of the Program

- Improved communication skills
- Better confidence in discussions
- Stronger relationship-building abilities
- Enhanced problem-solving skills
- Increased professional effectiveness





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## Negotiation Skills Training Program

### Advanced Negotiation Skills Training

#### Program Highlights

##### Negotiation Planning Techniques

- Setting clear negotiation goals
- Understanding interests and priorities
- Research and preparation strategies
- Developing negotiation tactics

##### Persuasion and Influence

- Techniques to influence positively
- Building credibility and trust
- Understanding human behavior in negotiation
- Creating impactful conversations

##### Managing Challenging Situations

- Handling pressure during negotiations
- Managing aggressive behavior
- Staying calm under stress
- Turning conflicts into opportunities

##### Professional Relationship Building

- Long-term relationship management
- Developing mutual understanding
- Ethical negotiation practices
- Networking through communication

##### Practical Training Sessions

- Mock negotiation exercises
- Team negotiation activities
- Real-world business scenarios
- Individual performance feedback
- Interactive learning sessions



### Who Should Attend?

- Business professionals
- Entrepreneurs
- Sales professionals
- Managers and executives
- Students and job seekers
- Anyone who wants to improve communication and negotiation skills

### Training Outcomes

After completing the program, participants will be able to:

- Negotiate confidently in professional situations
- Communicate ideas effectively
- Resolve conflicts professionally
- Build stronger business and personal relationships
- Achieve better outcomes through structured negotiation techniques

### Participant Feedback

"The workshop improved my confidence in handling important discussions and negotiations."

"Very practical and interactive training with real-life examples."

"Excellent techniques for communication, persuasion, and conflict resolution."

"Helped me develop better negotiation and relationship-building skills."

For more feedback visit:

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