



Negotiation Skills Masterclass

Leadership & Management

QGT-LEA-171 | Masterclass | 5 or 10 days | Online, classroom, in-house

Course overview

Negotiation Skills Masterclass is a senior-level masterclass on strategy and performance in Negotiation Skills. It covers the principles, the requirements of leading management research and international best practice, and the practical methods used on site, with case studies from operations in the Gulf, Africa and worldwide. Available online, in the classroom in 60 cities, or in-house.

What participants will be able to do

- Explain the principles, terminology and scope of Negotiation Skills
- Apply the relevant requirements of leading management research and international best practice
- Use practical tools, checklists and calculations with confidence
- Recognise common problems, risks and root causes and choose the right corrective action
- Build a business case and roadmap their leadership team can act on

Who should attend

Designed for executives, managers, team leaders and high-potential staff in senior and leadership roles.

Course outline (5 days)

Day 1: Strategic view of Negotiation Skills

Trends, regulation and what leading companies do differently

Day 2: Benchmarking and performance

KPIs, maturity models and gap analysis

Day 3: Lessons from major incidents and projects

Decision points that changed outcomes

Day 4: Leading the change

Building the business case, budget and team capability

Day 5: Masterclass forum

Expert panel, peer exchange and personal roadmap

What the 10-day edition adds

Day 6: Applied project, part 1 – Apply the week-one methods to a case from your organisation

Day 7: Data and digital tools – Software, spreadsheets and digital tools used in practice

Day 8: Lessons from incidents and audits – What investigations and audit findings teach

Day 9: Applied project, part 2 – Complete, test and refine your solution

Day 10: Presentations and final assessment – Present to the group and complete the final assessment

Fees (USD per participant)

Duration	Live online	Classroom	In-house
5 days	\$3,000	\$5,500	On quote
10 days	\$5,500	\$9,900	On quote

Fees include course material and certificate of completion; classroom fees include refreshments and lunch. In-house training is priced per group.

Dates and cities 2027–2030

Dates	City	Format	Duration	Fee
18–22 Jan 2027	Zurich	Classroom	5 days	\$5,500
25 Jan – 5 Feb 2027	Beirut	Classroom	10 days	\$9,900
1–5 Feb 2027	Brussels	Classroom	5 days	\$5,500
2–13 Aug 2027	Abu Dhabi	Classroom	10 days	\$9,900
13–17 Sep 2027	Online (live)	Online (live)	5 days	\$3,000
28 Feb – 3 Mar 2028	Copenhagen	Classroom	5 days	\$5,500
6–17 Mar 2028	Frankfurt	Classroom	10 days	\$9,900
15–19 May 2028	Johannesburg	Classroom	5 days	\$5,500
10–21 Jul 2028	Accra	Classroom	10 days	\$9,900
14–18 Aug 2028	Online (live)	Online (live)	5 days	\$3,000
18–22 Mar 2029	Al Khobar	Classroom	5 days	\$5,500
25 Mar – 5 Apr 2029	Doha	Classroom	10 days	\$9,900
30 Jul – 3 Aug 2029	Johannesburg	Classroom	5 days	\$5,500
20–31 Aug 2029	Tbilisi	Classroom	10 days	\$9,900
3–7 Dec 2029	Online (live)	Online (live)	5 days	\$3,000
20–24 May 2030	London	Classroom	5 days	\$5,500
8–19 Jul 2030	Tbilisi	Classroom	10 days	\$9,900
9–13 Sep 2030	Lisbon	Classroom	5 days	\$5,500
7–18 Oct 2030	Beirut	Classroom	10 days	\$9,900
25–29 Nov 2030	Online (live)	Online (live)	5 days	\$3,000

How to register

Register online or scan the code

<https://qimmatrainig.com/courses/negotiation-skills-masterclass/>

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